Mid-December 1961

Electrical South

a W.R.C. Smith publication

Featuring

ELECTRICAL MANUFACTURERS and their SOUTHERN and SOUTHWESTERN REPRESENTATIVES

University Microfilms
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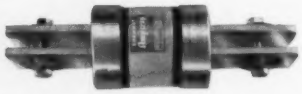

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Subsidiary of I-T-E CIRCUIT BREAKER CO.

Amp-trap® Tri-onic® Time t-d delay® Renewable C-Q-T® TRIONET® ONE O-T TIME®

- **Precision - engineered**
- **Performance - proved**

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Vertical-Break • Side-Break
Center-Break • Rocker-Type

Hookstick - Operated Switches
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NEMA Standard Insulators
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7.5-161 kv, 50-300 Amperes

Distribution Cutouts
Open-Type, Drop-Out
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Substation Power Connectors
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Bolted-Type Aluminum Fittings
Weld-Type Aluminum Fittings

Miscellaneous
Aluminum Terminal Boxes
Hooksticks and Hookstick Containers
Interlocks—Mechanical and Magnetic
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The superiority of USCO equipment—in design, production methods, and job performance—has been proved in actual field tests. From past experience, users of USCO-engineered equipment have come to rely on these precision-built products.

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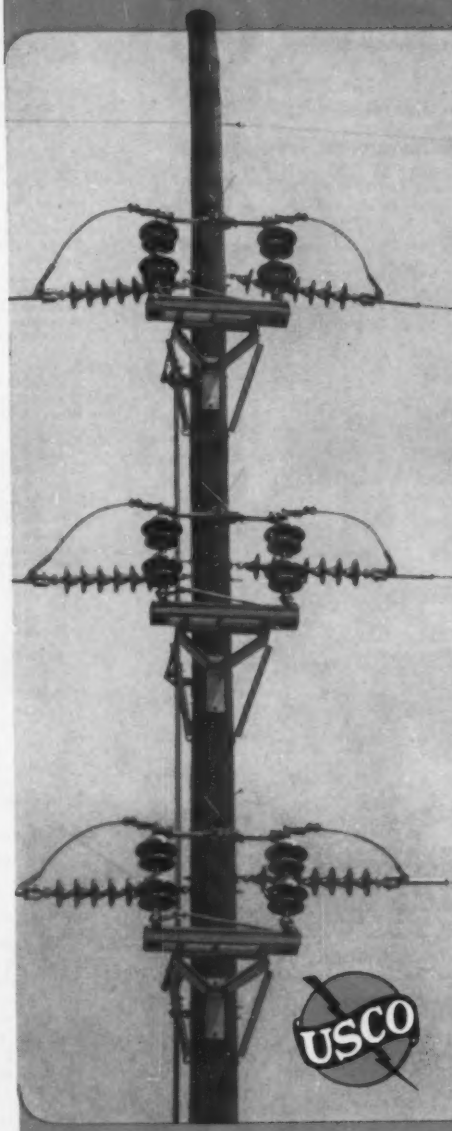
- **SAVES COSTLY GROUND SPACE**
- **SAVES MATERIALS AND LABOR**
- **SAVES MAINTENANCE COSTS**



USCO's VERTI-PHASE Switching Arrangements are *complete* assemblies which permit the installation of from one to three, three-pole outdoor group-operated air-break switches on a single pole . . . no need to tell the cost-conscious utility engineer what this means in savings!

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USCO Verti-Phase Arrangement employing Type GCH-3 Center-Break Switch. 69 KV, 1200 Amps.

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Designers and Manufacturers of High Quality High Voltage Equipment

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KAM-LOK SWITCH

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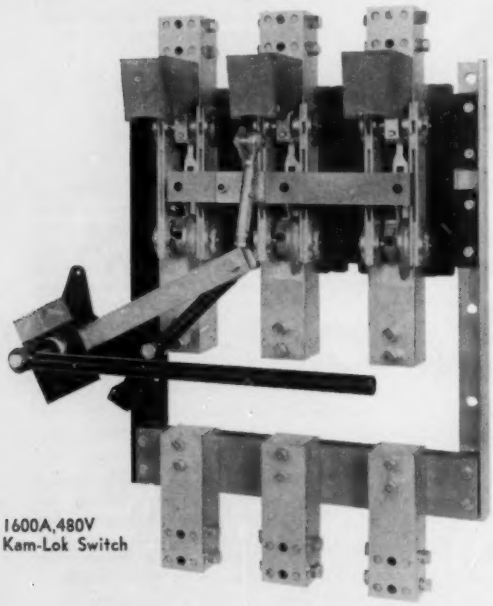
250 volt switches now have load-break ratings of 200% or greater.

600 volt load-break switches are also available.

Fused Kam-Lok Switches are rated to withstand short circuits of 200,000 available amperes at 600 volts.



1600A,480V
Kam-Lok Switch

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MORE COMPACT

Available In Sizes From 1200 To 6000 Amps.

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FRONT COVER—This issue of ES has been enlarged to include an extensive list of electrical manufacturers and their Southern and Southwestern representatives. This special feature begins on page 113.

Electrical South

Vol. 41, No. 13 Mid-December 1961

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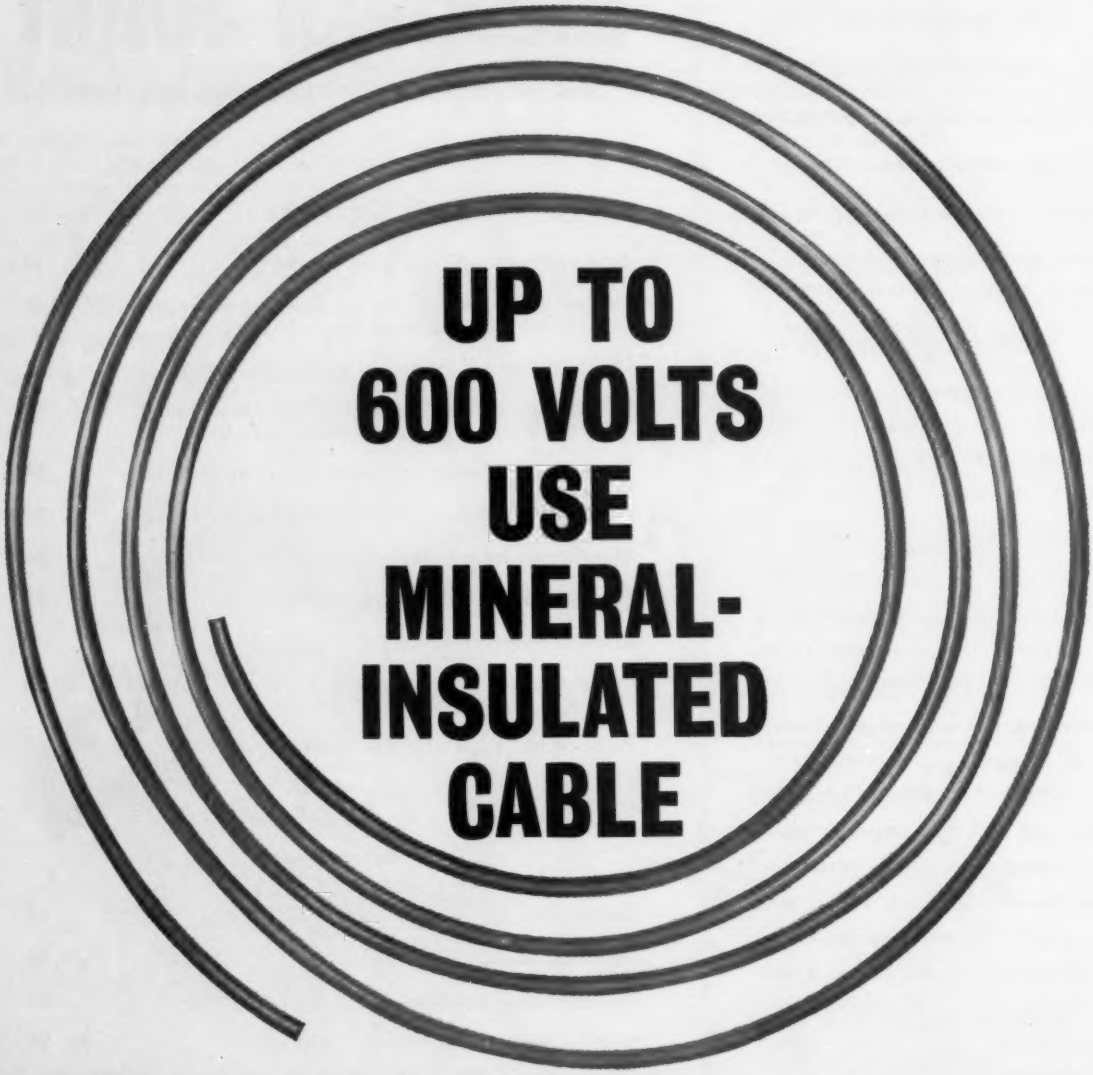
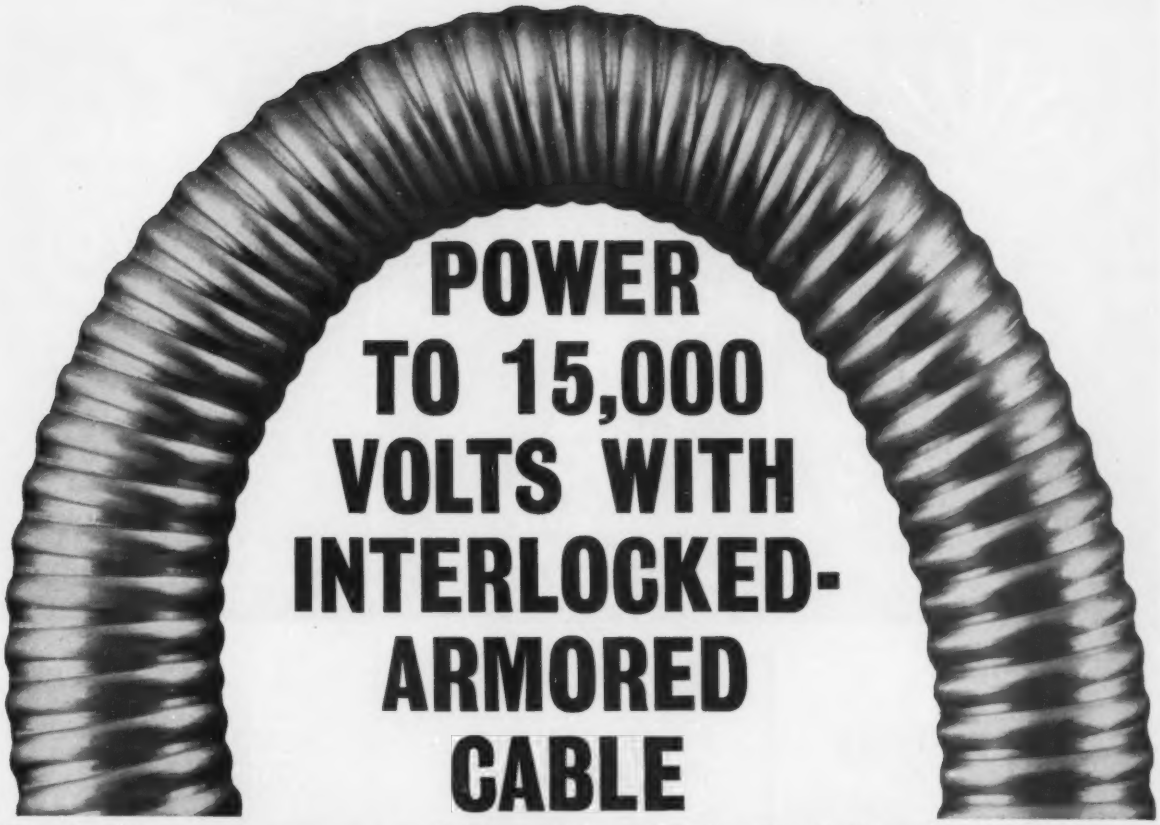


MI Cable, too, is flexible and needs no conduit for installation. MI's conductors are insulated with refractory mineral insulation, and protected by a seamless gas tight, liquid tight copper sheath. There's no danger from moisture, vapor, or heat with MI! ■ An MI Cable job goes in fast, yet meets the highest possible standards of safety and long life. For up-to-600-volt jobs, you can't beat MI Cable.

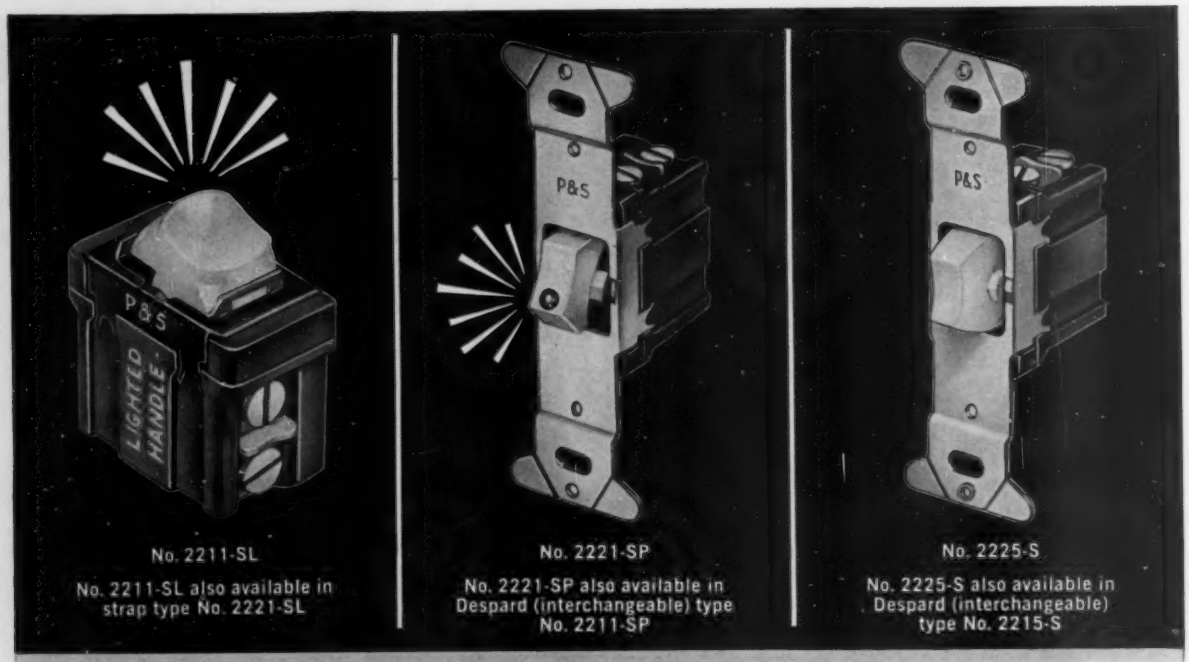


Protect your power cable with Interlocked-Armor, indoors or out... for any above ground installation. Interlocked-Armored Cable is flexible and the contractor installs it without conduit or pullboxes. For service up to 15,000 volts—specify General Cable Interlocked-Armored Cable.

■ Be sure you get quality, economy and flexibility in your cable installations. Have your electrician or contractor specify Interlocked-Armored and MI Cable by General Cable Corporation, 730 Third Avenue, New York 17, N.Y.

GCC
GENERAL CABLE CORPORATION

NOW! 3 NEW P&S ROCKER-GLO SWITCHES!



No. 2211-SL

No. 2211-SL also available in strap type No. 2221-SL

No. 2221-SP

No. 2221-SP also available in Despard (interchangeable) type No. 2211-SP

No. 2225-S

No. 2225-S also available in Despard (interchangeable) type No. 2215-S

1

LIGHTED HANDLE ROCKER-GLO

Pinpoints switch location in darkened rooms or hallways. Tiny, long-life neon lamp softly glows in OFF position only. Single pole or three-way. Rating: 15 Amperes, 120 Volts, A.C.

2

Pilot Light HANDLE ROCKER-GLO

Instantly shows when appliances or lights are on. Tiny red plastic jewel in rocker button lights in ON position only. Single pole only. Rating: 15 Amperes, 120 Volts, A.C.

3

REMOTE CONTROL ROCKER-GLO

Momentary contact, center "off" switch. Designed especially for low voltage remote control applications—controlling large banks of lighting, operating stage curtains, etc. Single pole, double throw. Rating: 10 Amperes, 48 Volts, A.C.

For more information write Dept. ES-12

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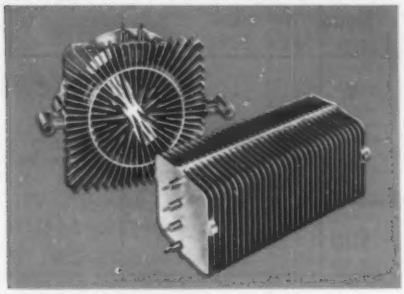
UNSURPASSED FOR FLAMELESS ELECTRIC HEATING SAFETY

Electromode

BECAUSE YOU JUST CAN'T EQUAL ELECTRIC HEAT THAT'S SEALED IN CAST ALUMINUM



There can be no case of mistaken identity when experts talk about electric heating and cast aluminum in the same breath. They can only be talking about Electromode FLAMELESS Electric Heaters—the only heaters with the exclusive Cast Aluminum Safety Grid. No exposed wires. No glowing coils. All such elements are deeply encased in cast aluminum. Never the slightest danger of fire, shock, or burn. That's why Electromode Heaters are unsurpassed, just can't be beat for PERMANENT SAFETY!! But there's another big advantage Cast aluminum happens to be one of the best known conductors and radiators of heat, noted for evenly controlled low temperature heat distribution. That's why Electromode Heaters can't be beat for TOTAL EFFICIENCY!! Thanks to cast aluminum. Only Electromode has the exclusive Cast Aluminum Grid that guarantees TOTAL SAFETY. The other Electromode heaters on this page have it in variously adapted sizes and shapes.

TOTAL SAFETY DOWN-FLO HEATERS

Recessed wall model. Automatic thermostat. 1500 to 4000 watts. 5,122 to 13,660 BTU. 120, 208 or 240 volts.

TOTAL SAFETY BATHROOM HEATERS

Suitable for any small room. Manual or Automatic. Wall box opening: 9⅞" high, 11⅛" wide, 3⅞" deep. 4,507 or 5,122 BTU. 110, 208 or 240 volts.

TOTAL SAFETY BASEBOARD HEATERS

The ultimate in modern heating. Available in 32, 64, and 96 inch lengths with matching fittings to install in any size or shape room. 1877 to 7680 BTU. 120, 208, or 240 volts.

TOTAL SAFETY SUSPENSION HEATERS

Ideal for industrial use. Quick, easy installation. Capacities from 5,122 to 153,675 BTU. 120, 208, 240 or 480 volts.

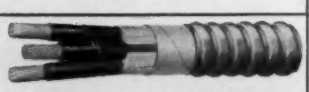
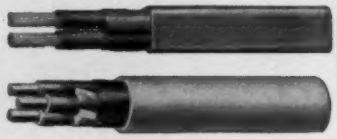
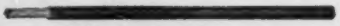
Electromode

Write for Electromode's complete line of flameless heating units and systems.

Division of Commercial Controls Corp.

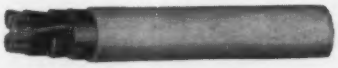
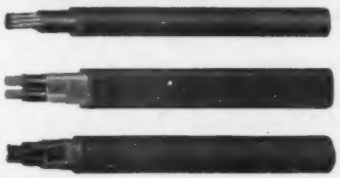
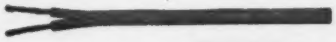
DEPT. ES-121 ROCHESTER 3, N. Y.

Index of Phelps Dodge

Wires and Cables	Type Letter	Trade Name or Designation	Maximum Operating Temperature	USE
	ACV	Armo-Lok	85 C (185 F)	Dry Locations
	None	Armo-Lok	85 C (185 F) High Voltage	General Purpose: Consult manufacturer for specific applications
	W	Portable Power Cable	75 C (167 F)	Mining Machines, Dredges, Shovels, and similar portable applications Pennsylvania Dept. of Mines Flame Resistance Approval P-114. U. S. Bureau of Mines Listing P-114-BM.
	G		Low Voltage	
	SHD		85 C (185 F) High Voltage	
	RHW	Flamestop Heat and Moisture Resistant	75 C (167 F)	Dry and Wet Locations
	RHH	Flamestop Heat-Resistant	90 C (194 F)	Dry Locations
	RHL	Heat Resistant Rubber Lead	75 C (167 F)	Wet Locations and other Special Conditions
	NM	PD-X Fibrous-covered, Nonmetallic-Sheathed Cable	60 C (140 F)	For Wiring Houses, Rural Buildings, Small Stores, and Shops.
		PD-XT Thermo-plastic-covered, Nonmetallic-Sheathed Cable	60 C (140 F)	For Wiring Houses, Rural Buildings, Small Stores and Shops
	UF	Perma-Dure Nonmetallic-Sheathed Cable	60 C (140 F)	UF: Underground Feeder and Branch Circuit Cable for Direct Burial. NMC: For Interior Wiring in Moist or Corrosive Locations.
	UF-NMC			
	THW	Habirdure Thermo-plastic insulated	75 C (167 F)	Dry and Wet Locations
	TW		60 C (140 F)	Dry and Wet Locations
	TF		60 C (140 F)	Fixture Wire
	TW	Petro-Dure Thermo-plastic Insulated Nylon Jacketed	60 C (140 F)	Dry and wet locations and where exposed to mineral oil, liquid gasoline and gasoline vapor.

PHELPS DODGE COPPER PRODUCTS CORPORATION

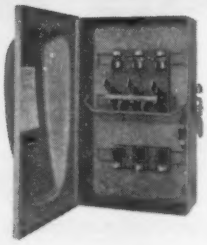
Wires and Cables

Wires and Cables	Type Letter	Trade Name or Designation	Maximum Operating Temperature	USE
	TW	Habirdure (9T)	60 C as TW 90 C as Appliance Wiring	NEC Type TW Bldg. Wire—60°C Appliance Wiring—90°C in air or 60°C in water or oil
	None	Habirdure Appliance Wire	105 C (221 F) IN AIR 80 C (176 F) IN OIL	Appliance Wiring
	SE	Service Entrance Type SE — Style U Unarmored	75 C (167 F)	Service Entrance or Combination Service Drop & Service Entrance
	SD	Service Drop Type SD	60 C (140 F)	Service Drop
	USE	Service Entrance Type USE	75 C (167 F)	Underground Service Entrance, Direct Burial.
	V	Varnished Cloth Braided	85 C (185 F)	Dry locations only. Smaller than No. 6 by special permission.
	VL	Varnished Cloth Lead	85 C (185 F)	Wet or Dry locations. Smaller than No. 6 by special permission.
	None	Habirduct Habirprene	75 C (167 F) Low Voltage	General Purpose for Direct Burial, Aerial, Conduit and Underground Duct Installations.
		Habirite Habirprene	85 C (185 F) High Voltage	
	S or SO	Hard Service Cord	60 C (140 F)	Pendant or portable extra hard usage in damp locations; SO for oil resistance
	SJ or SJO	Junior Hard Service Cord	60 C (140 F)	Pendant or portable hard usage in damp locations; SJO for oil resistance
	SP	All Rubber Parallel Cord	60 C (140 F)	For use in pendant or portable applications in damp locations not subject to hard usage

BUILDING WIRES AND CABLES

Murray "MP" Load Centers with Guaranteed for Life, fully magnetic Breakers

Murray Guaranteed for Life, fully magnetic Circuit Breakers, furnished in a complete line of "MP" Load Centers give you the perfect combination for safe, dependable installations. Main lugs, split bus, main breaker disconnect, 3 phase. From 2 to 42 circuits, 40 to 200 amp, indoor and raintight.



Murray Safety Switches with Visible Blades, Rugged Construction

General Purpose Type "G"
Heavy Duty NEMA Type "ND"

Murray Switches are attractive and sturdy . . . built for heavy service . . . and built to last. Over 100 models to choose from.

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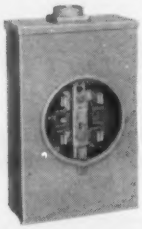
Split Bus Parallel Connected
Main Disconnect Series Connected

Completely assembled, ready to install. No fumbling with on-the-job preassembly operations. Lets you get the job done at lowest installed cost.



Murray UL Approved Meter Mounting Equipment

Indoor and Raintight Socket Meter Troughs, kingsize, standard size and shallow. Single and multiple positions, horizontal and vertical.

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the complete, competitively-priced line backed by fast, dependable service

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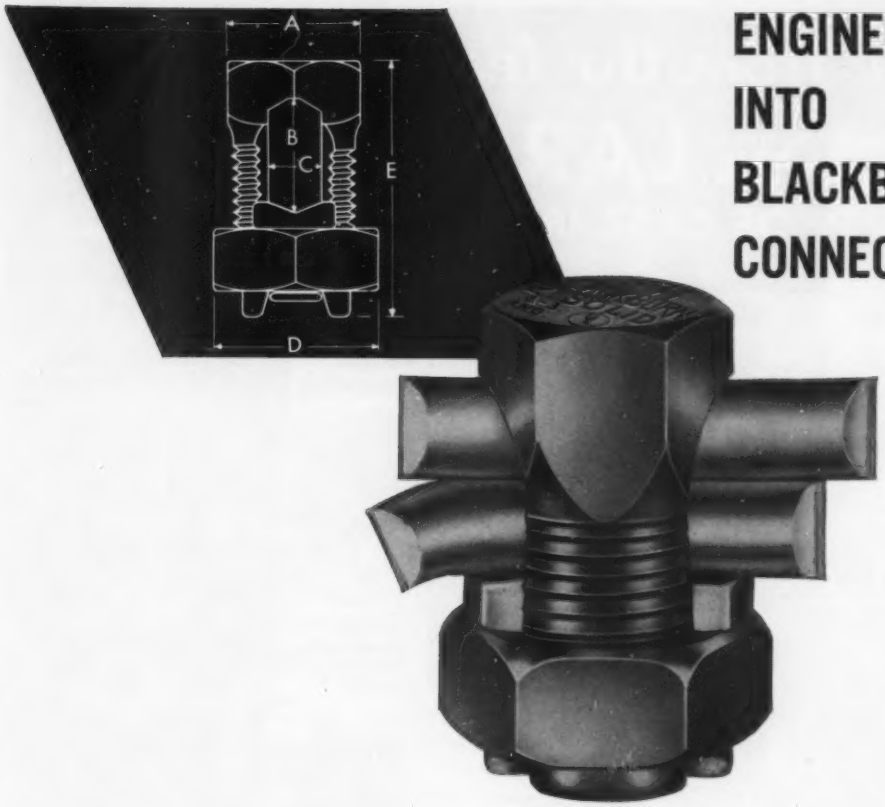

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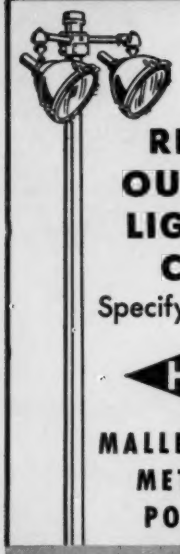

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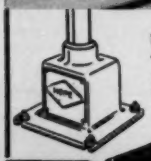

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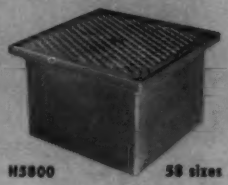

H5800 58 sizes

SIDEWALK BOX WITH CHECKERED NON-SKID COVER

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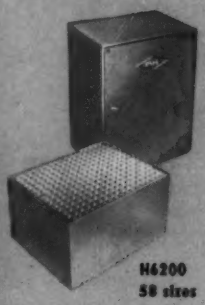
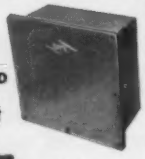


H6200 58 sizes

INTERNAL FLANGED WITH PLAIN OR CHECKERED COVER

SURFACE MOUNTED NEMA IV WEATHERPROOF



H8000
92 sizes

FLAT FLANGED COVER WITH WIDE GASKET

H2200
134 sizes

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H3200
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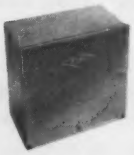
HINGED COVER, WITH WING NUT CLASPS, RETAINED GASKET



H1200
172 sizes

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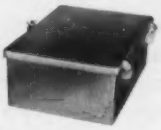
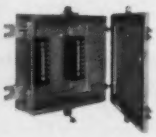


H5500
50 sizes

PIN HINGED COVER WITH SINGLE WING CLASP



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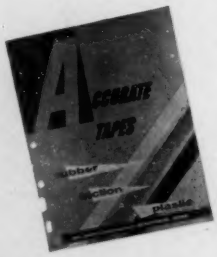

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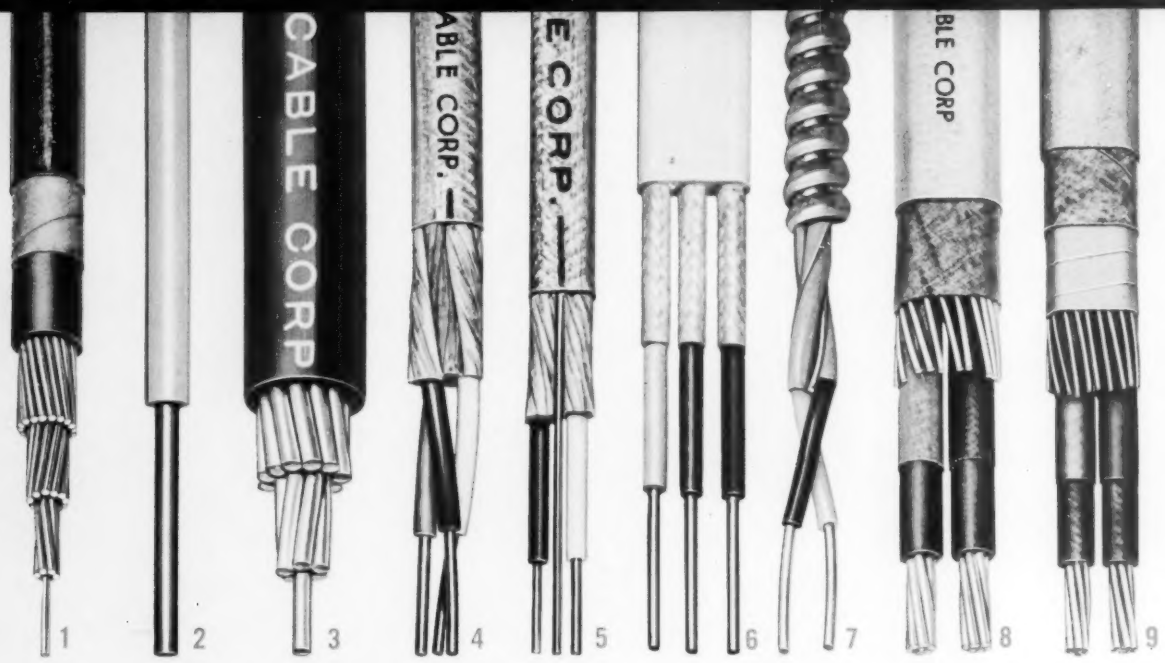

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Included in this line you will find heat, moisture, flame and weather-resistant types in various constructions. Cables are manufactured to the highest industry standards yet are competitively priced.

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1 Rubber Covered Building Wire for 600 volt service. Can be supplied in Type R, Type RH-RW (75° C dry, 60° C wet), Type RHW (75° C for wet or dry installation) and RHH (for 90° C dry installation). All types Underwriters approved and labeled.

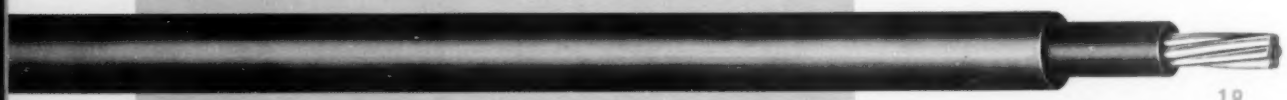
2, 3 Thermoplastic Insulated Building Wire – Type TW. Thermoplastic insulated wire approved for general purpose wiring in wet or dry locations at 60° C copper temperature. Highly resistant to moisture, oil and heat. U. L. approved and labeled.

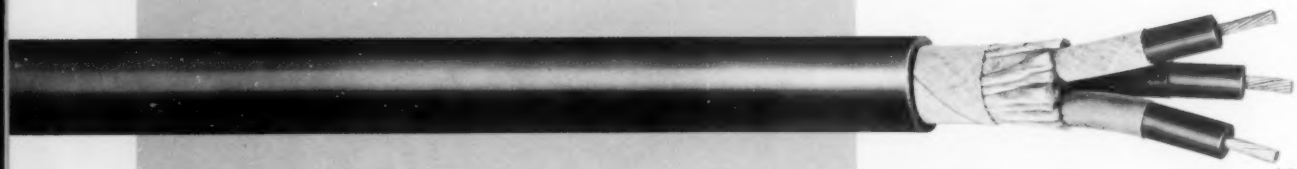
4, 5, 6 Non-Metallic Sheathed Cable–Type NMT. Cirtex –thermoplastic insulation, paper armor, moisture and flame retardant braid overall. Can be furnished with or without ground wire. Can be used for new and old house wiring where permitted by the local code. Cirtuf–Type UF Underground Feeder cable with thermoplastic insulation and overall jacket.

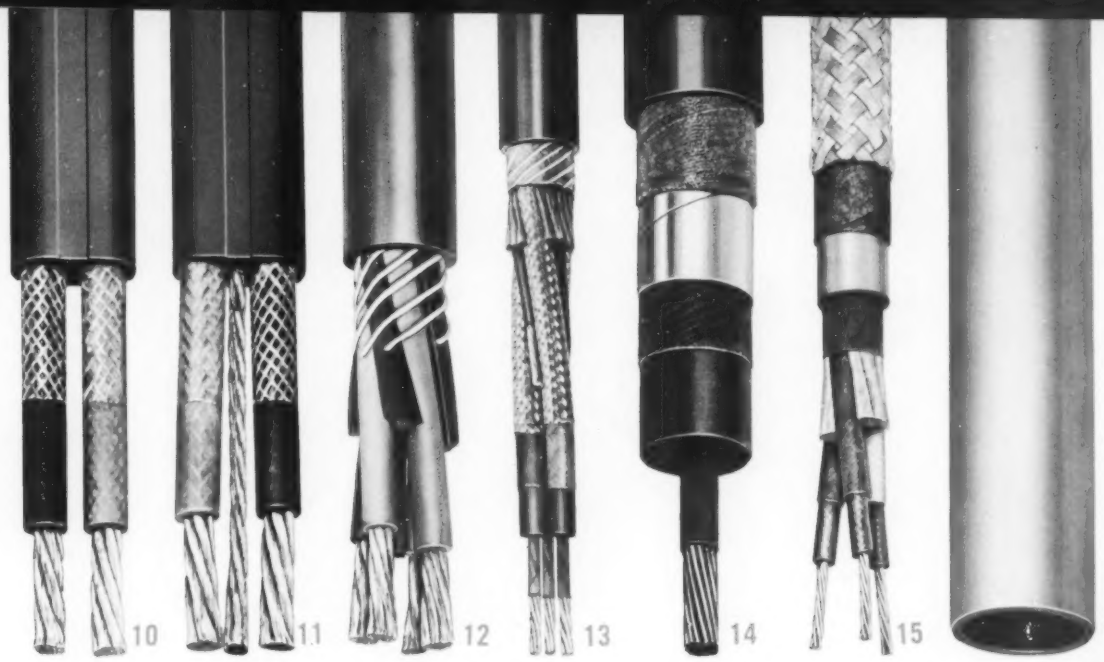
7 Armored Bushed Cable – provides fully steel enclosed interior wiring system, combining maximum protection with ease of installation. A bond wire is supplied under the armor to insure grounding continuity.

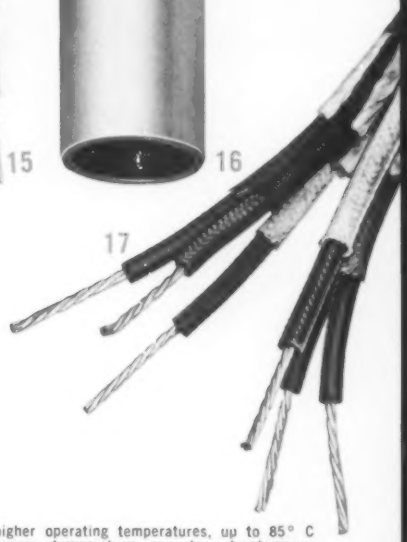
8, 9 Service Entrance Cable for 600 volt service. Can be supplied in Type SE Style U and SE Style A with metal protective armor. Can be used for 75° C in wet or dry locations for connections from the pole to metering equipment and from meter to major appliances.

10, 11, 12 Mining Machine Cables–Can be furnished in single conductor, twin flat, with or without









ground, and multi-conductor as required. Cable furnished with special rubber compound and tough neoprene sheath for maximum service and abrasion resistance. Molded code number P-115-BM indicates compliance with the Pennsylvania and Federal Mine Safety Codes.

13 Shovel Cable—Type SHD—has rubber conductors individually shielded and a tough neoprene sheath overall. Specifically manufactured to handle the severe physical abuse attendant to installation on large power shovels.

14 High voltage power cable for service up to 15000 volts in grounded or ungrounded systems. Insulation is specially compounded butyl base rubber highly resistant to ozone and corona. Cable is furnished shielded or unshielded in accordance with specification requirements. Covered overall with a tough neoprene sheath.

15 Basketweave Armored Cable for shipboard and all marine applications. Combines the protection of the lead sheath with the flexibility and additional protection of the woven steel armor braid. A full range of types and sizes in accordance with AIEE Specification 45 can be supplied.

16 Cirtube EMT. A thin wall steel conduit fabricated for ease in fishing and bending, combined with a heavy zinc-coated corrosion-resistant finish.

17 Control and Signal Cable for 600 volt service. Made specifically for fire alarm, signal and traffic control use. Can be furnished in accordance with IMSA specifications or the special requirements of industrials, utilities or municipalities. Insulation of rubber or synthetic resin with tough neoprene sheath overall.

18, 19, 20 Type RR—rubber insulated neoprene sheathed power cable for direct burial, installation in duct, or overhead aerial service. Can be used with copper temperatures of 75° C in wet or dry locations. Cable is manufactured in accordance with IPCEA specifications and is approved by the Underwriters Laboratories as Type USE.

21, 22 Metallic Parkway Cable. Can be furnished for service ranging from 600 to 15000 volts. Cable is suitable for direct burial in ground and offers maximum protection of neoprene or lead sheath over the conductors, covered overall with two flat steel tapes and heavy jute covering. Can be supplied in single, two or three conductor, in various constructions.

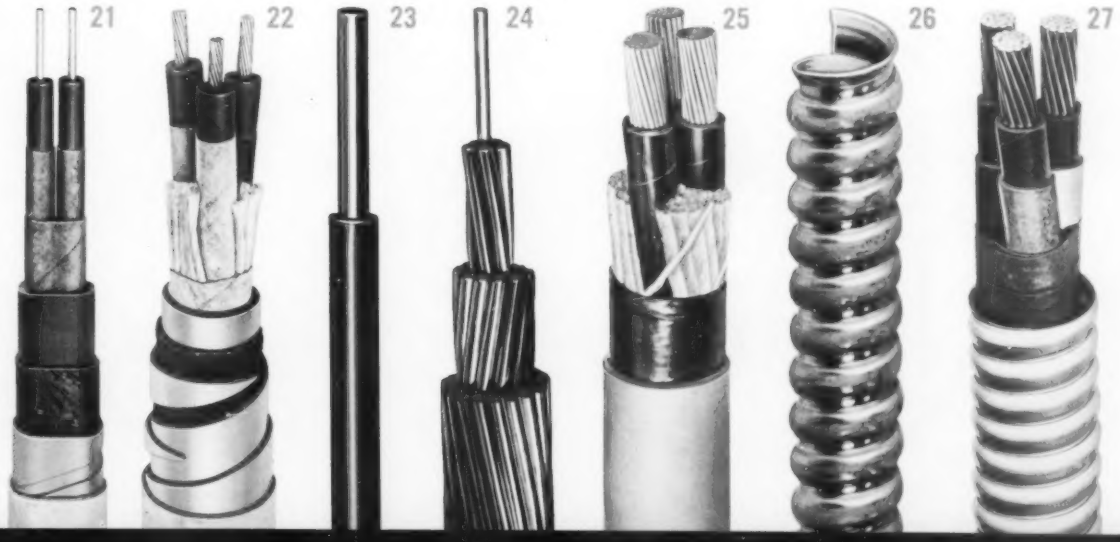
23 Neoprene Weatherproof Wire. Weatherproof wire insulated with neoprene is gaining wider recognition and acceptance based on its service record. It does not fray and is highly resistant to sunlight, heat and cold.

24 Bare Copper Wire can be furnished in all sizes from 34 AWG to 2,000,000 CM. Can be supplied lead alloy coated, if required, in soft, medium hard and hard drawn to meet ASTM specifications.

25 Varnished Cambric Cable. Can be furnished with a braid or lead outer cover. Used for general power distribution and feeders where higher operating temperatures, up to 85° C copper temperature, may be advantageous. Manufactured in accordance with IPCEA specifications. Can be furnished in all voltages up to 15000 volts for grounded or ungrounded systems.

26 Flexible Steel Conduit is manufactured in a complete range of sizes from 5/16" to 3" in diameter. Provides a metallic duct where extreme flexibility or a measure of mobility is required.

27 Circloc—Interlocked Armored Power Cable—can be manufactured with Varnished Cambric or Rubber Insulated conductors in a complete range of sizes and with voltage ratings up to 15000 volts. Armor can be supplied in galvanized steel, aluminum or bronze. Highly recommended for industrial power feeders.



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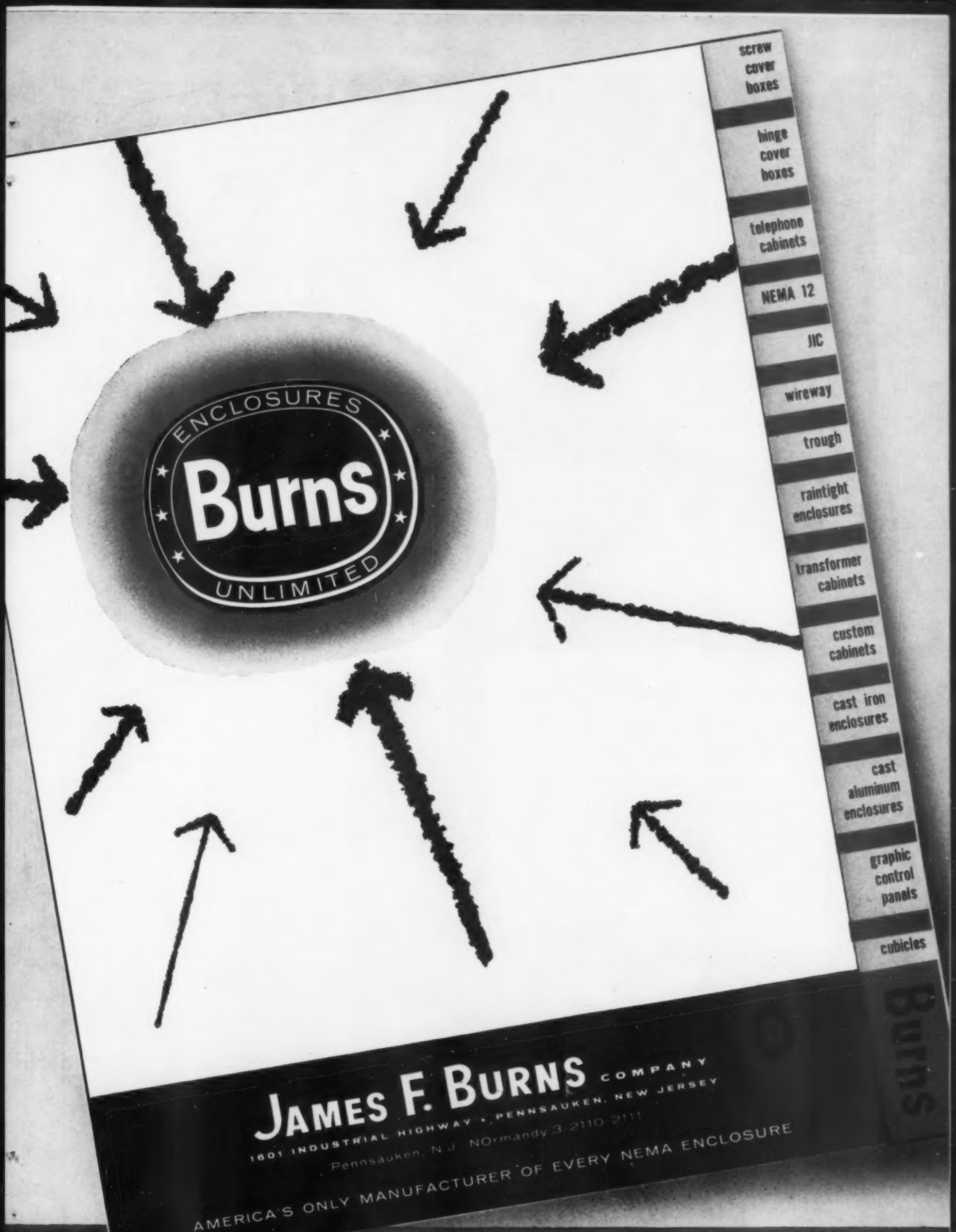

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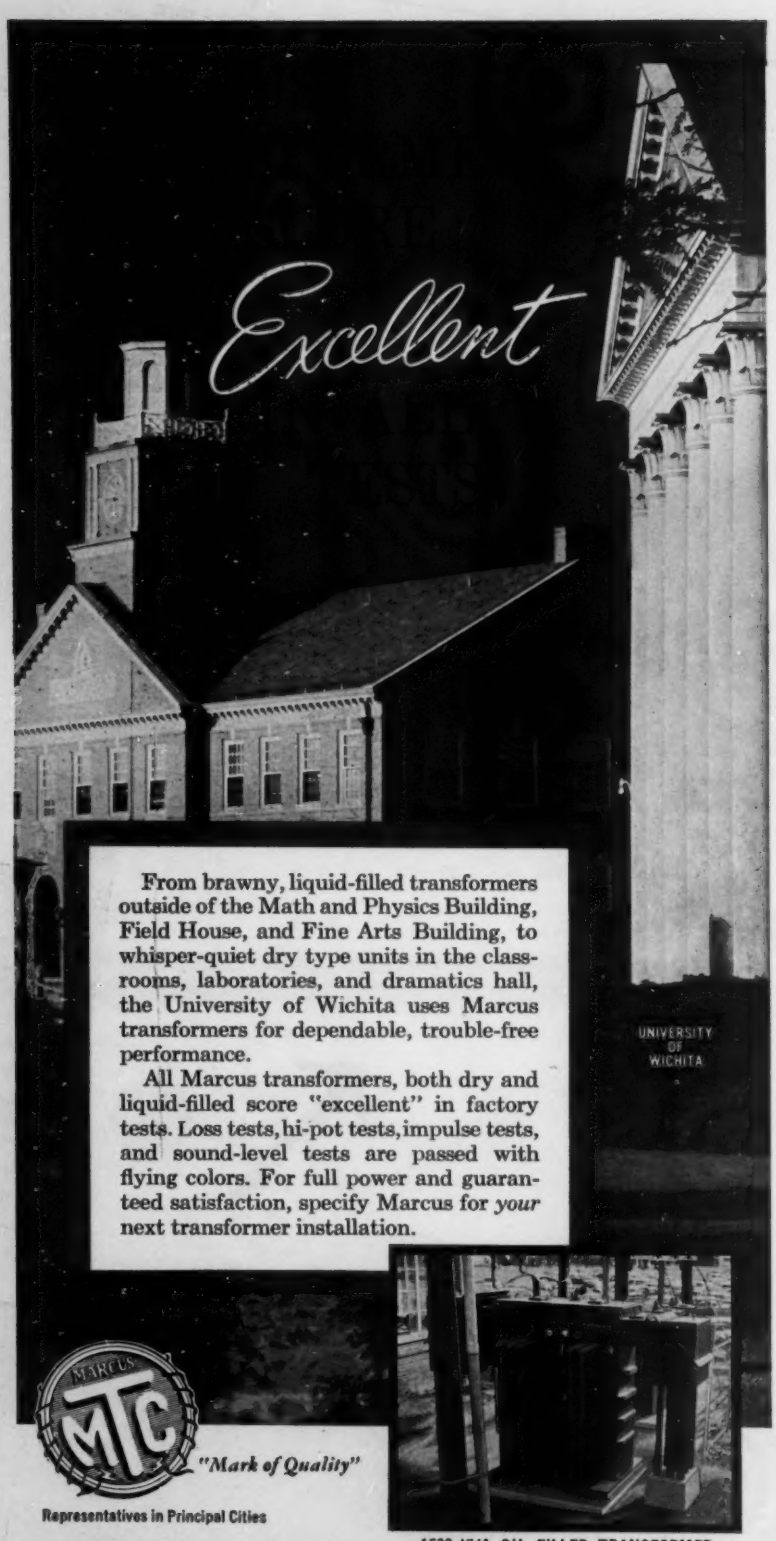

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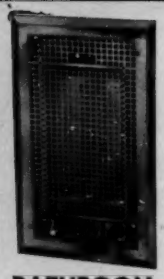
HIGH DENSITY BASEBOARDS

New from CEILHEAT! With or without thermal cut-out protection. Twenty-five per cent increase in heating power over standard baseboards. Five different lengths. Same convenient and efficient installation.



BATHROOM HEATERS

CEILHEAT'S bathroom heaters have been designed for easy, efficient installation. Of two-piece construction, they're offered in 14 different models, with choice of two thermostats or manual control. Wall mounting kits available.

WALL HEATERS

CEILHEAT 240-volt wall insert heaters are available in 13 models in four different sizes, including a series with chrome plated frame and grill. Heating capacity ranges to 20,484 btu/hr. Surface mounting kits available.

PORTABLE HEATERS

CEILHEAT's fan type heavy duty portable incorporates modern styling, top performance and reasonable operating costs. Of Cocoa Brown finish, trimmed in anodized gold, this 240-volt heater provides up to 4600 watts of heating capacity.

...and the three kinds of Cable for Specific Jobs

AJAX

Specifically designed for installation in concrete floors. Demand the cable that withstands rough treatment often incurred in laying concrete or tile.

Aristocrat

Created by CEILHEAT to provide the strength and pliability required in plaster finished construction. For trouble-free installations, demand ARISTOCRAT!

DRI-CEIL

Only CEILHEAT Dri-Ceil cable provides operation within the low temperature range recommended by the manufacturers of gypsum boards.

CEIL HEAT INC.

CEILHEAT ALSO MANUFACTURES ITS OWN DISTINCTIVE ROOMMATE THERMOSTATS, ELECTRIC FLOOR FURNACES AND THE "MIGHTY-MITE" 110-VOLT FAN PORTABLE HEATER.

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HEATS LIKE THE SUN

The Mark of Quality in Electric Heating

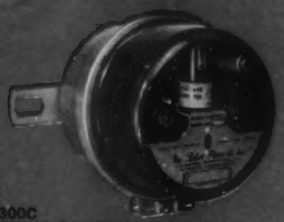
KNOXVILLE, TENNESSEE

SERIES 6100 CALIBRATOR

For simple, rapid checking and adjustment of operating points of all F-P and nearly all other types of photoelectric lighting controls. Assures uniform turn-on settings, better control of burning hour schedules. Useful for incoming inspection of controls and trouble-shooting. Operates on 105-130 volts, 50/60 cycles AC. Consult factory for information on 220-volt operation.

INDUCTIVE PICK-UP ASSEMBLY

Model S467-1 Pick-Up Assembly produces an output voltage proportional to conductor current, in a fixed phase relationship with it, without line break-in or dead ending. Low in cost, easily and safely installed. For capacitor switching; load limit tripping, checking or warning; power direction sensing; line current measurement. Output: 1 volt for every 60 amps of conductor current, linear from 0-5000 amps. May be connected to switching circuit, relay, magnetic amplifier, panel instrument, etc.



NEW F-P VARELAY® power factor correction controls and Series 4800 Power Line CURRENT RELAYS employ S467-1 as pick-up unit.

SERIES 63300C PHOTOELECTRIC CONTROL

Switching capacity 3000 or 6000 watts; turn-on 0.5 to 500 foot-candles.

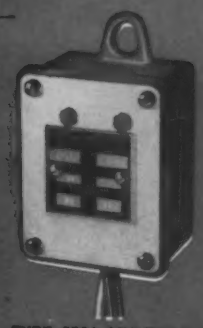
Weatherproof head enclosure, plugs into meter socket . . . SPST, SPDT, DPST switching arrangements . . . fail safe operation . . . delayed circuit response to prevent false operation due to lightning . . . fuse and potentiometer checked or adjusted without removing enclosure . . . for 105-130 or 210-250-volt, 50/60 cycle operation; insulation level 4.5 KV.

for dependability

install trouble-free

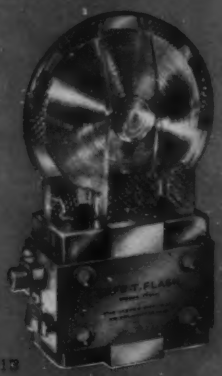
FISHER-PIERCE

equipment



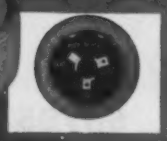
TYPE 250A MULTIPLE RELAY

For increasing load capacity of a single photoelectric lighting control. Thousands in use in pilot wire control, cascaded streetlighting installations and industrial lighting systems. Weatherproof, compact, low-cost. Has expulsion-type lightning arrester. Normally-open or normally-closed contacts; 30-ampere rating, maximum inrush 300 amperes; 3000-watt incandescent lamp load; 105-130 volt, 50/60 cycle operation.



MODELS 1751A, 1751B SAFE-T-FLASH®

Reliable, extremely efficient transistorized highway flasher for mounting on barricades and saw horses. With low battery drain, it produces bright flashes through amber-colored high-impact plastic lens. Model 1751A flashes 135 times a minute, Model 1751B 67 times a minute. Unit is weatherproof and shock-proof, has corrosion resistant steel base housing.



MODEL 6600A

SERIES 6600A PHOTOELECTRIC CONTROLS . . . tubeless, field-tested low-cost.

Rugged, reliable control fully proven in thousands of field installations; guaranteed for two years. Uses only 5 components, including hermetically sealed cadmium sulfide photocell driving a specially-designed Sigma relay. Lightweight, compact, easy to handle, install and check out. Twistlock plug and removable sponge gasket conform to EEI-NEMA specifications. Design provides built-in lightning protection, delayed response to prevent accidental turn-off by lightning, fail-safe operation, adjustable turn-on. Temperature range −55°C. to +70° C.; tested to 100% relative humidity. Bakelite chassis provides a hipot rating of at least 5000 volts.

Basic Model 6600A fits bases up to 3⅝" in diameter; Model 6607A fits bases up to 3⅝" in diameter. Both may be used with numerous Westinghouse, GE, Wheeler, Joslyn and other popular luminaires. Wide variety of standard adapters and hardware available to meet all mounting requirements, including replacement of Fisher-Pierce tube-type controls and elimination of glassware. For 240-volt operation, Model 6700 is available, fits mounting bases up to 3⅝" in diameter.

Fisher-Pierce manufactures a complete line of photocontrols for indoor and outdoor use, as well as photorelays and light sources, timers, scanners and related devices for utility, industrial and commercial applications. Write for descriptive literature or contact your Fisher-Pierce representative. The Fisher-Pierce Co., 51A Pearl St., So. Braintree 85, Mass.

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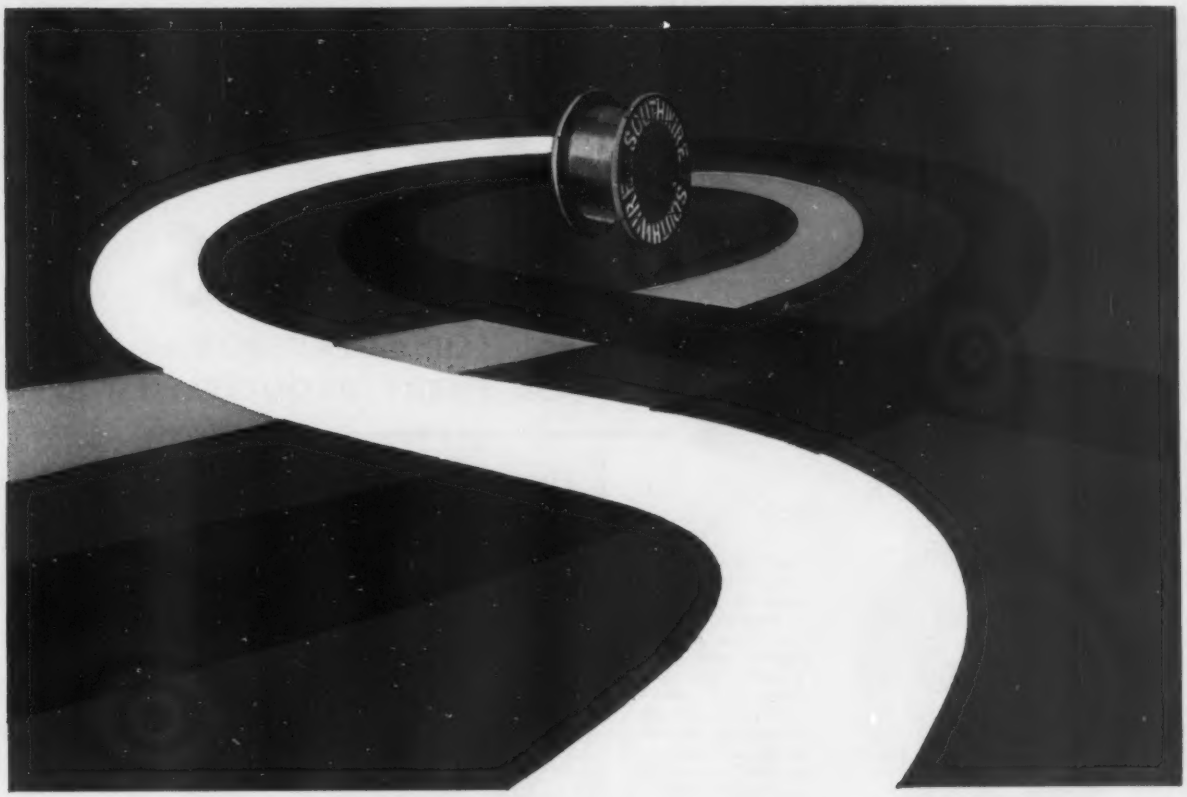
RACO®

ALL-STEEL EQUIPMENT INC., Aurora, Illinois



YOU CAN'T WAIT FOR THE WORLD TO BEAT A PATH THESE DAYS

"If a man can make a better mousetrap than his neighbor, though he builds his house in the woods, the world will make a beaten path to his door."

With respect to Ralph Waldo Emerson, competition being what it is in the twentieth century, Southwire has pressed his advice a step further. We have not only endeavored to make better products, but we have also succeeded in . . .

- Operating the industry's largest fleet of trucks for fast delivery to customers' warehouses and jobsites.
- Maintaining flexible manufacturing schedules to meet needs of customers on short notice.
- Pioneering continuous aluminum casting.
- Developing the first 11,000-pound coil of aluminum rod.
- Developing new products through basic research—including 100% free-stripping Neoprene.
- Acquiring a list of loyal customers, of whom we are justly proud.

That our customers have benefited from these achievements is borne out of their use of Southwire products and the consequent growth of our company, which is 25 times larger today than ten years ago.

Specify Southwire and we'll beat a path to your door.

Southwire Company

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OK TAPES

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FOR EVERY REQUIREMENT

OK PLASTIC TAPE
(VINYL)

You'll choose it for use in all kinds of electrical work, find it excellent for splicing where space is limited. Has greater strength, "hugs" work better . . . lessens danger of breakthrough on irregularly shaped surfaces . . . provides ample dielectric resistance.

No. 60, metal container, ¾" x 60'; No. 20, cellophane wrapped and labelled, ¾" x 20'; No. 12-D, display carton, 1/2" x 12½'; all packed 12 per carton. For heavy duty specify No. 10 (.010 mils thick).

OK PLASTIC TAPE
(POLYETHYLENE)

You'll find this 100% all-weather tape performs superbly under all conditions . . . provides maximum electrical insulation, outstanding moisture resistance, flexibility under severest weather conditions . . . its impervious to chemicals, solvents, fungi, bacteria . . . double thick adhesive for a lasting bond. High in features, low in cost.

P-60 ¾" x 60', P-66 ¾" x 66', both in plastic containers; P-20 ¾" x 20' cellophane wrapped; P-20JP ¾" x 20', tube pack.

OK RUBBER TAPE

Use it for extra stretch with extra strength (high tensile and dielectric) . . . for instant fusing into permanent insulation even when stretched three times its original length. Special separator permits safe, fast stripping even after long aging.

Packed in individual cartons — No. 8, 22 ft. roll, No. 4, 11 ft. roll. Wrapped in labelled cellophane, unboxed, both Nos. 8 & 4 and No. 8 only in 10 roll container.

OK FRICTION TAPE

You'll see it perform better, because it is made better. Impregnated with exclusive, laboratory-tested rubber compound that insures greater adhesion. Also has higher tensile strength and better insulating qualities. Pre-cut and rolled for guaranteed permanent, non-ravelling edges.

Individually packed cartons, No. 8, 60 ft. roll, No. 4, 30 ft. roll. Display packed, Nos. 1 & 2. Labelled and cellophane wrapped, unboxed, Nos. 8 & 4. Available also in containers holding 10 No. 8 rolls.

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Manufactured by

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Boston 30, Mass.

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Ask the guys on the line who install 'em. Ask the engineers who specify 'em. Ask the purchasing people who buy 'em. All along the line, Anderson connectors rate high with utilities. And for good reason—Anderson's pioneering research and quality control in the connector field. Highest quality products at lowest possible cost are the result. For top performance in your operation—connect with Anderson. Anderson Electric Corporation, Leeds, Alabama.

ANDERSON ELECTRIC CORPORATION

Research/Quality/Performance/in Aluminum and Bronze Products

SEE PAGE 121

for listings of Anderson Electric Corp. representatives in your area

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12-page, 8½" x 11" booklet recounts evolution of grounding code and how Hubbell products meet requirements. Includes all seven grounding types, both U-shaped devices and "Twist-Lock" units, with related configurations. Order **H-1998**

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Electric Heating Equipment on the Market!

ceiling heater-light-vent

Model 400 —Ceiling heater-light-vent provides immediate warmth from a 120 volt, 1450 watt chrome nickel coil, safely out of reach in the ceiling. Heat is radiated downward aided by moderate air movement. Steamy vapors and unpleasant odors are whisked away by trouble free exhaust blower. Two 60 watt recessed light fixtures flood room with diffused illumination. Beautiful chrome finish.

electric baseboards

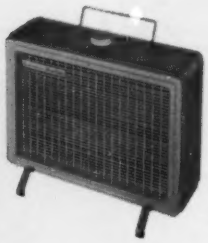
Economy Series 200 — Practical, competitively priced electric baseboard. Efficient fin-type element, attractively housed with wide-spread inlet and outlet areas. Fast heat liberation. Center, end, and wall thermostat available. All units equipped with thermal cutout switch. High quality enameled finish. 750 watt (2557 btu), 1000 (3413 btu), 1250 watt (4266 btu), 1500 watt (5120 btu), 2000 watt (6826 btu). 240 volt.

Standard Series 210 —Electric baseboard with nichrome heating elements in ceramic insulators. Heater comes as complete unit in lengths of 3', 4', 6', and 8'. All units equipped with thermal cutout switch. High quality enameled finish. 750 watt (2557 btu), 1000 watt (3413 btu), 1500 watt (5120 btu), 2000 watt (6826 btu).

unit space heaters

Series 700 —These heavy duty reinforced steel unit space heaters can be mounted from wall or ceiling. Tri-Flux design improves efficiency with whisper quiet operation. Non-Glowing element is totally enclosed, eliminating danger of fire, shock, and burns. Manual "Thermo-Disc" protects against overheating. High quality enamaled finish. Available in three ranges —5000 watt (17065 btu), 7500 watt (25598 btu), 10000 watt (34130 btu), and three voltages: 208/240/480.

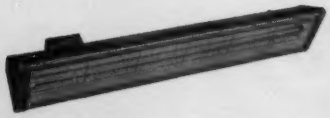
120 volt portable electric



Model 310 —New combination Radiant Fan-Forced portable heater. Ultra-High Radiancy heat with instant red hot glowing ribbon element. Automatic thermostat control. Safety Tip-Over switch. Powerful silent fan. Efficient, cool case. One year guarantee. High quality enameled finish. 1650 watt (5631 btu). 110/120 volt.

Model 311 — Fan-Forced Radiant portable combination heater with Dual Range heat selection. Ultra-High Radiancy Heat with instant red hot glowing ribbon elements. Forced-Air circulating heat with safety Tip-Over switch. Efficient cool case. High quality enameled finish. Guaranteed for one year. 1320 watt (4505 btu), 1650 watt (5631 btu), 110/120 volt. Automatic thermostat control

overhead radiant heaters



Series 1000 —These overhead radiant heaters are specifically designed for outdoor use. The Corning-Vycor silica glass element tube has high thermal shock characteristics against exposure from freezing rain, snow, etc. The socket assembly permits simple installation of the heater tube without the use of tools. High quality enameled finish. Available in five ranges—1000 watt (3413 btu), 1500 watt (5120 btu), 2000 watt (6826 btu), 2500 watt (8533 btu), 3000 watt (10239 btu), and a variety of voltage ratings.

240 volt portable electric

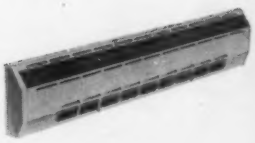
Model 300 — Fan-Forced electric portable heater, with dual range push button control. Automatic thermostat control. "Toe-Touch" on-off control and safety Tip-Over switch. Double wall construction keeps cabinet cool. Fan-Forced warm air delivery at 150 cubic feet per minute. High quality enameled finish. 2000 watt (6826 btu), 4000 watt (13652 btu). 240 volt.

Model 301 —Dependable heavy duty portable-fan-forced high volume air delivery at 250 cubic feet per minute. Remote bulb thermostat, built-in on-off switch, automatically maintains temperature, shuts off heater if overturned or front is covered. Cool cabinet. Quiet motor needs no lubrication. High quality enameled finish. 4800 watt (16382 btu). 240 volt.

American-Standard Air Conditioning Division, Electric Heating Department

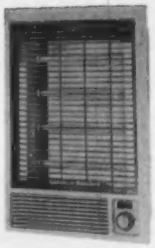
ELECTRI-WARM

built-in electric wall heaters

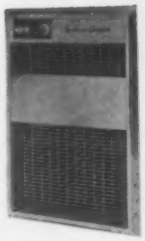


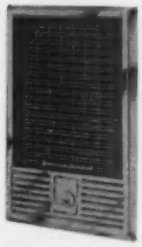
Deluxe Series 220—Compact electric baseboard—just 6" high, 2" deep, heating element is rod type, welded to continuous radiant fins and mounted on floating holders that permit soundless expansion and contraction. High quality chrome grill with enameled housing. 840 watt (2867 btu), 1340 watt (4573 btu), 1840 watt (6280 btu), 2840 watt (9693 btu). 240 volt. Equipped with thermal cutout switch.

Series 100 — Built-in radiant bathroom heaters feature ribbon type chromium-nickel heating elements for instant heat. Installed in old and new construction. High quality chrome exterior. 1000 watt (3413 btu), 1500 watt (5120 btu). 120 volt. Thermostatically controlled.



Series 120 — Built-in fan-forced black heat close-mesh faced heaters; feature long-life chromium-nickel heating elements. Thermostatically controlled. Quiet shielded motor. High quality chrome exterior. 1500 (5120 btu). 120 and 240 volt.





Series 110—All purpose built-in radiant heaters utilizing splash-proof, thermal shock-proof Vycor tubing which houses chromium-nickel heating elements. High quality enameled finish. 1500 (5120 btu), 2000 watt (6826 btu), 3000 (10240 btu). Automatic thermostat control. 120 and 240 volt.

Series 130—Heavy duty built-in fan-forced black heat louvre faced electric heater. Push-button control for heat or cooling air circulation. Chromium-nickel elements. Automatic thermostat control. High quality enameled finish. 1500 (5120 btu), 2000 (6826 btu), 3000 (10240 btu), 4000 (13652 btu). 120 and 240 volt.

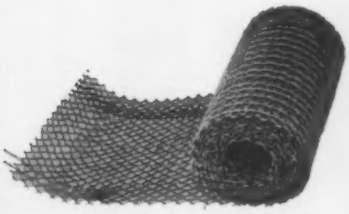
heaters

Model 312 — Smart new Radiant Fan-Forced portable heater with Triple Range heat selection. Ultra-High Radiancy Heat with instant hot glowing ribbon elements. Forced air circulating heat with separate Helical elements and Super-Silent fan. Automatic thermostat control with safety Tip-Over switch. Push-Button controls are set in efficient cool case. Smart wrought iron finish legs and handle. Guaranteed for one year. High quality enameled finish. 1100 watt (3754 btu), 1320 watt (4505 btu), 1650 watt (5631 btu). 110/120 volt.

electric ceiling panels

Series 600—Ceiling panels ideal for home, store, office, factory—easy to install. Screw mounted unit that can be painted. Pre-wired and shipped complete. No assembly neded. Connects to standard line voltage-wall thermostat. Two models—500 watts at 120 or 240 volts.

"thermat" snow-melting cable

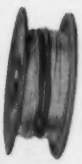


Series 1100—A "Thermat" for that icy sidewalk or driveway. Comes in various dimensions and wattage densities to suit varied applications such as pig farrowing houses, chicken brooding, insulated concrete areas, and for fast heat in extreme conditions such as snow melting. Color coded.

heaters

Model 302 — Large area portable heater with dual range push button control. High volume air delivery at 250 cubic feet per minute. Bulb thermostat controls temperature and shuts off heater if overturned or front is covered. Nickel chromium elements. Cool cabinet. High quality enameled finish. 3000 watt (10239 btu), 4800 watt (16382 btu). 240 volt.

electric heat cable



Series 5000—Ceiling and floor cables are stapled to ceiling laths, then covered with plaster or fibre-board. Floor installations are laid out in a similar pattern with concrete slab poured on top. Cables are spooled in standard reel sizes with end connectors attached. Color coded. 240 volt.

controls

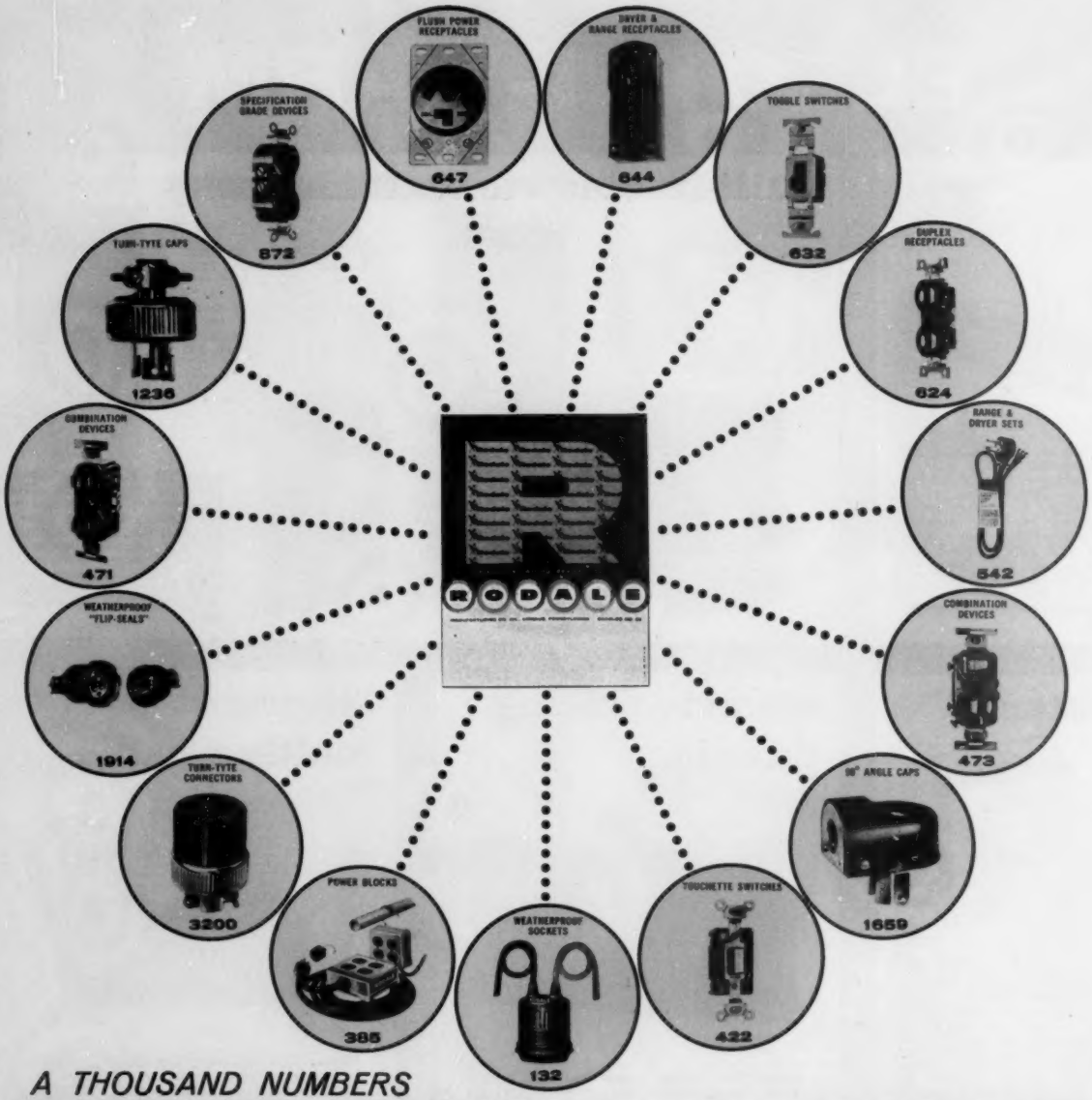
The American-Standard ELECTRI-WARM line includes a complete selection of electric heating controls, with standard and deluxe wall thermostats of the low voltage and line voltage types for all uses. These include the popular Weather Station and Zone Control panels.

. . . and "ELECTRI-WARM" is the truly complete line of electric heating from the world's most experienced manufacturer of heating equipment.

American-Standard

AIR CONDITIONING DIVISION

40 West 40th Street, New York 18, N. Y.



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Building a *truly better* watthour meter is a goal that might seem impossible in accomplishment when compared with standards already attained. With careful deliberation and decision, Duncan has achieved this end in the TYPE MQ meter, now in full production in all Classes—10, 100 and 200.

The meter incorporates Duncan's shielded top magnetic bearing. The new design also provides for front removal of the rotor through new positioning of high energy, surge-resistant Alnico damping magnets. Positive end play control of rotor . . . separable electromagnets . . . simplified assembly and adjustment are "user approved" features. *Let us give you the complete story.*

"Thinking Ahead . . . Moving Ahead
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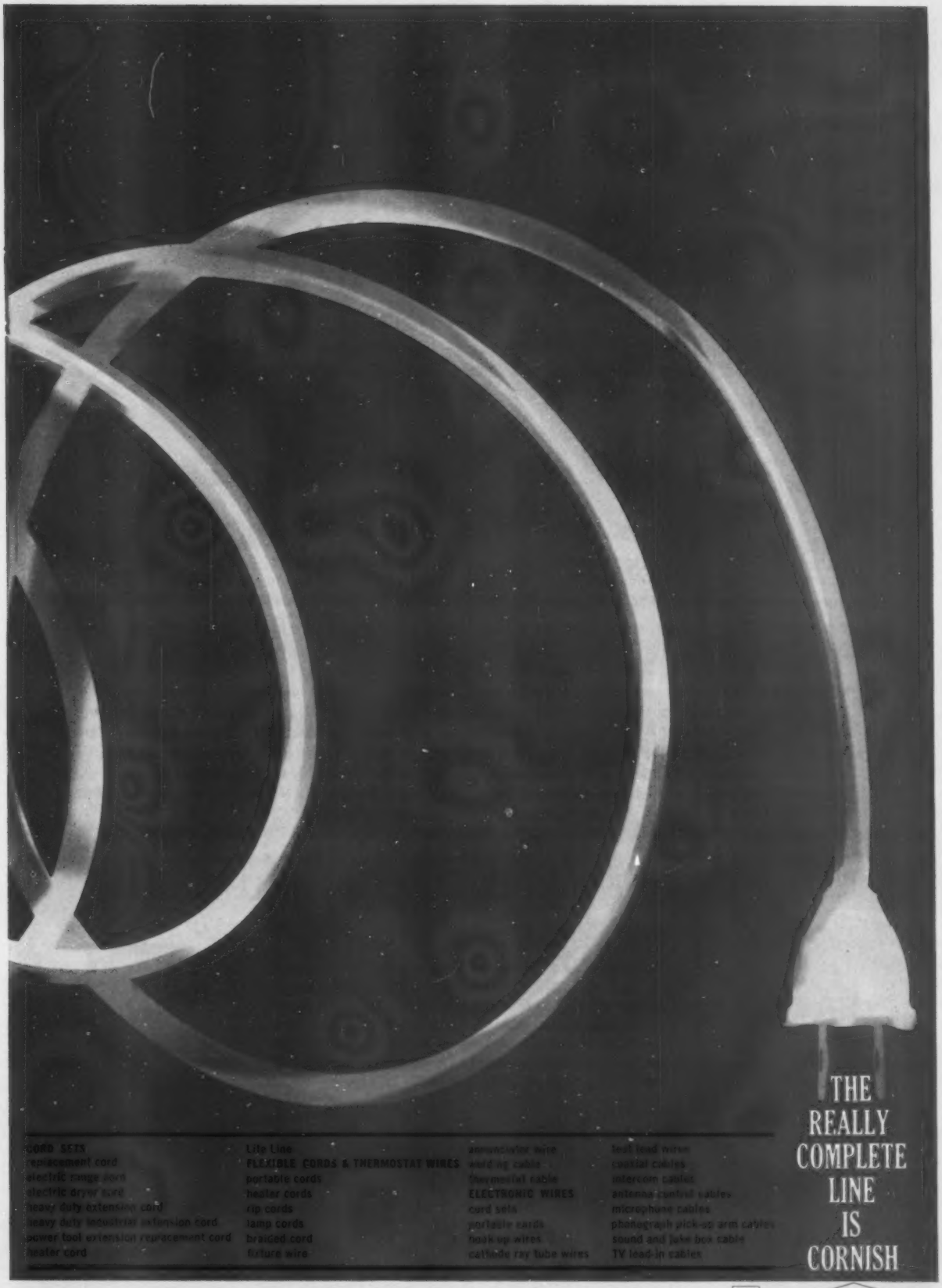

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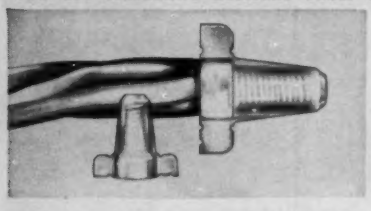

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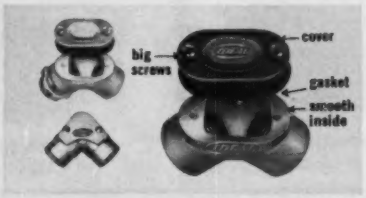

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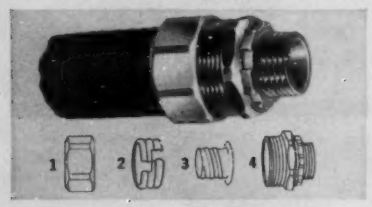

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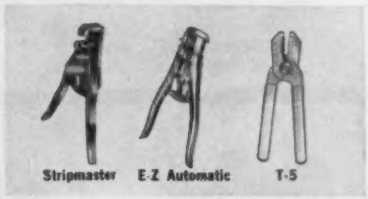

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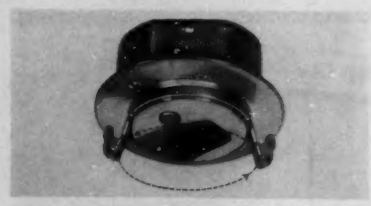

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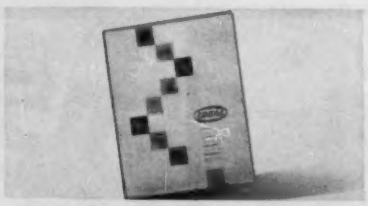

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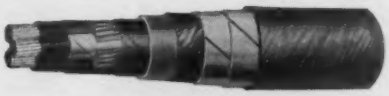

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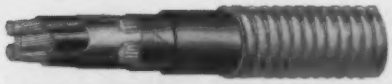

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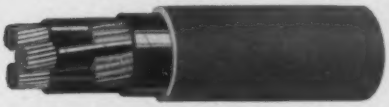

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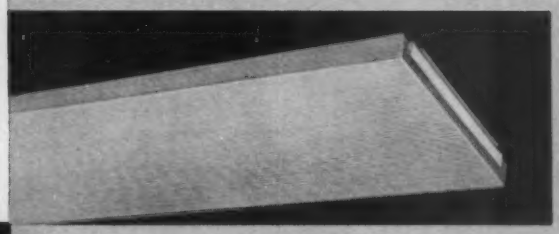

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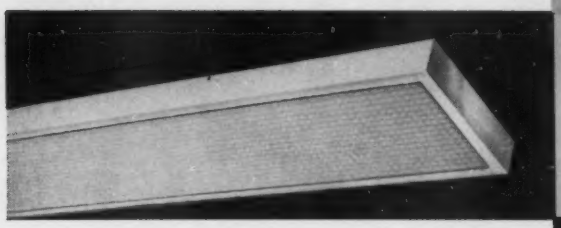

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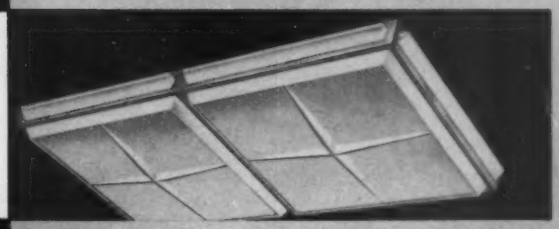

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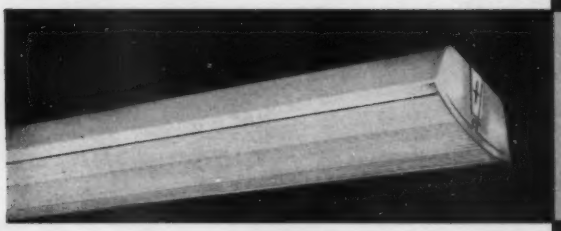

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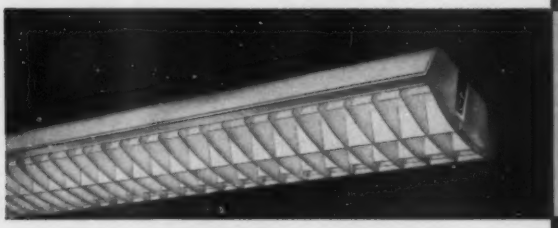

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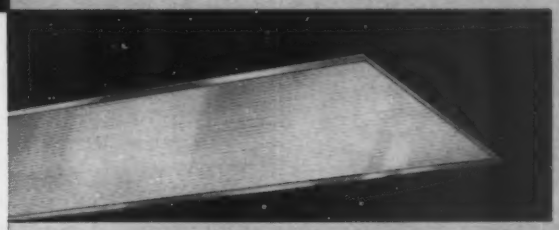

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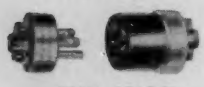

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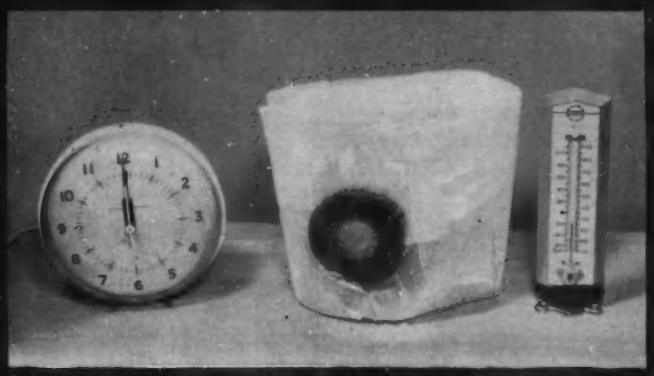

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Economists see record year in 1962

All major indicators of the economy are expected to rise next year, with the recovery centered in manufacturing, especially durable goods

◆ The nation's leading economists expect 1962 will be a record-breaking year, in most respects, according to the 15th annual economists' opinion poll conducted by F. W. Dodge Corp., New York, N. Y.

The consensus of the 316 economists surveyed is that all major indicators of the economy will advance in 1962, many of them setting new records.

Gross national product, the broadest measure of the nation's economic well-being, is predicted to rise to $565 billion by the fourth quarter of 1962, an increase of ten per cent over the second quarter of 1961.

The economists also expect the Federal Reserve index of industrial production to reach a record high of 122 by December 1962. It is noteworthy that the economists expect the increase in the rate of physical volume of production to approximate that of the total dollar output. This seems to reflect the majority opinion that the recovery will continue to be centered in the manufacturing sector of the economy, particularly in durable goods manufacturing.

But in the same breath, nearly all the respondent economists feel that both consumer and wholesale prices will creep upward in 1962.

Although all the economists based their predictions on the assumption that there would be no shooting war in 1962, the tense international situation was certainly reflected in their views. Nearly all the economists agreed that Federal defense expenditures will be rising fairly sharply into 1962 and that increased government spending will be the most significant short-range stimulant to the economy.

However, the economists also pointed out that the following factors will lend a bright look to the 1962 economy: an anticipated build-up of business inventories, particularly in durable goods; renewed strength in plant and equipment expenditures; and a fairly good year for non-residential construction.

Warning signs

On the other hand, the economists posted the following warning signs which could dampen or distort the business expansion in 1962:

(1) Consumer expenditures, still lagging in the present upturn, failing to accelerate enough to support projected levels of total output.

(2) Another sluggish housing year.

(3) A resurgence of inflation which, if severe enough, could lead to price and wage controls.

(4) More aggressive foreign competition and renewed balance of payments problems.

(5) A continuation of the uncomfortably high level of unemployment, which would serve as a brake on consumer demand.

(6) An intensifying "rift" between the Administration and the business community which could discourage investment and business morale.

The general feelings of the 316 economists participating in Dodge's 15th annual survey are reflected in the following quotation of an economist in the manufacturing field: "Business prospects generally are excellent. The year 1962 should average comfortably above 1961.

"It must be remembered, however, that most of the high optimism at the moment rests upon the single factor of enlarged government spending, admittedly a powerful stimulant.

"Nevertheless, it will take a substantial and sustained rise in consumer and business psychology to get over-all spending as high as many 1962 GNP estimates now expect. . . The outlook is bright, but disappointment is in store for those who let their optimism become too strong."

The economists surveyed were asked to present specific forecasts for the remainder of 1961 and for 1962 for a number of major economic indicators. Some omitted replies to some parts of some questions, but there were more than 250 replies to each part of every question, except the final question on interest rates, where a slightly smaller number replied.

As in the past, Dodge summarized the numerical estimates of the economists by using the median estimates and the "50 per cent range"—that is, the range within which the middle 50 per cent of the estimates fall—to give some indication of the divergence of opinions.

Gross national product

The average expectation of the economists is that GNP (in current dollars) will rise steadily throughout the forecast period but with some slight slackening in the rate of growth as the business recovery matures.

The median estimate of GNP at seasonally adjusted annual rates ran from $525 billion in the third quarter of 1961 to $552 billion in the second quarter of 1962, to $565 billion in the last quarter next year. In each quarter, the 50 per cent range of forecasts extends further downward than upward.

By the fourth quarter of 1962, it reaches down to $545 billion and up to $575 billion, which is also the "most popular" or modal figure for that quarter.

Significantly, though, only five of the economists put GNP at the end of next year lower than the $516 billion rate reported for second quarter 1961. Needless to say, this represents an extremely high degree of unanimity on the general direction of business activity.

A special analysis of individual replies to this question reveals a fairly widespread agreement on the direction of GNP by each quarter of the forecast period. Seventy-seven per cent of the

economists expect GNP to increase in each of the six quarters, eight per cent look for a peak in GNP sometime in the period and a subsequent downward movement, four per cent anticipate a rising trend until late 1962 when it should level off, and the remaining 11 per cent either did not complete the question or saw various other patterns.

Industrial production

Industrial production is also expected to show a steady rise next year, according to a majority of the economists polled. The median forecast calls for a seasonally adjusted Federal Reserve Board index of 116 by December 1961, picking up to 120 by June 1962, and reaching 122 in December 1962.

This would indicate some slowing in the rate of increase in industrial production, particularly late in 1962. The 50 per cent range for this question is quite evenly spread around the median, extending from 118 to 125 by December 1962.

According to Dodge's special analysis of industrial production forecasts, 74 per cent of the economists expect the index to rise throughout the forecast period. Six per cent expect a rise, then a level movement, while 13 per cent foresee a rise, followed by a dip, before the end of next year.

This compares with only eight per cent who look for a dip in GNP, and helps explain why the median estimate of GNP increases faster than that of the FRB index during the second half of 1962.

As mentioned before, many of the economists thought the increase in industrial production would be sparked by the durable goods sector. The defense build-up and a better automobile year were considered important contributors to the uptrend in durables.

Consumer prices

"More of the same" is the almost unanimous feeling of the economists in regard to the trend in consumer prices. The consumer price index stood at 127.6 in June 1961, and the median forecast is that it will rise 2.5 per cent to 130.8 by December of next year. For that month, the 50 per cent range is quite small, running from 130.0 to 132.0.

Only one per cent of the respondents thought the price level at the end of next year would be down from the mid-1960 mark. This compares with 11 per cent who so opined in last year's survey in regard to 1961.

Although few economists predicted the price creep would turn into a gallop, inflation is expected to be more of a problem next year. Defense spending, domestic politics, and the rising cost of services were blamed for part of anticipated increase.

However, the uptrend in general business activity, by itself, is expected to provide sufficient stimulus to keep the price level advancing.

Wholesale prices

Wholesale prices are also predicted to move up in 1962, according to a consensus of economists polled. The median estimate of the wholesale price index for December 1962 settles on 120.8, which would represent a two per cent increase from last June.

Again, there is little spread in the 50 per cent range. It extends only from 120.0 to 122.0 at the end of next year.

Reasons given for some resurgence in wholesale prices, after more than three years of comparative stability, include the defense build-up, expected strengthening in farm product prices, and the general economic recovery.

Cited among the factors that should keep wholesale price increases moderate are ample capacity in many industries and intensifying foreign competition.

Total new construction

The majority of economists look for a good year in total new construction. On a seasonally adjusted annual rate basis, the median estimate of the work-in-place series rises steadily from $57.8 billion in the second half of 1961 to $59.8 billion in the second half of 1962.

For the latter period, the 50 per cent range of forecasts runs from $57.5 billion to $61 billion, with a fairly pronounced modal preference for $60 billion.

Many of the respondents commented that strength in new construction would be concentrated in the publicly owned and non-residential building sectors. One economist thought that construction of fallout shelters "may become significant enough to increase 1962 volume by a billion or more dollars . . ."

New housing starts

Of all the major indicators, new housing starts engendered the least enthusiasm among the economists. At least for the short-term outlook, most of them could find no large stimulant to new housing construction.

The new housing legislation is expected to help somewhat, but there seemed to be a general feeling that a real boom in home building would have to wait until later in the decade when big increases in household formation are scheduled to occur.

Anyway, the seasonally adjusted annual rate of private, non-farm starts averaged 1,206,000 during the first half of 1961. The median forecast calls for a rate of 1,300,000 during both the second half of this year and the first half of 1962, then a very slight rise to 1,325,000 during the second half of 1962.

Although this would mean some increase in the year-to-year totals for housing starts, it does not indicate any gain from the current rate of new starts.

For the second half of next year, the 50 per cent range extends from 1,225,000 to 1,375,000. There is a very distinct mode of 1,350,000.

Plant, equipment expenditures

Most of the economists expect a rising trend in plant and equipment expenditures in 1962. The median forecast of such expenditures at seasonally adjusted annual rates advances from $35.5 billion in the fourth quarter of this year to $36.8 billion for the first half of 1962 to $37.6 billion for the second half.

This would put 1962 capital spending slightly above the previous record year of 1957. Actually, there were 21 economists who thought that capital spending would top $40 billion for the second half of next year.

Because of excess capacity in many industrial lines, the major part of the growth in capital spending is expected to occur in the equipment sector.

Average hourly wages

There is nothing in the offing to halt the upward movement in average hourly wages. This is the almost universal opinion of our respondents. In fact, not a single economist thought wage rates would decline in any of the major categories: durable goods manufacturing, non-durable goods manufacturing, and building construction.

(Continued on page 102)

Wiring: often complicated by building materials

By Ray Pinkson, Secretary-Treasurer, Standard Electric Co., Inc., Wheaton, Md.

◆ The modern structure—with its new composition materials that are rapidly assembled on the site with greatly lowered labor costs—is testing the ingenuity of the electrical contractor more and more as he plans and carries out a lighting job.

Determined to keep his wiring inconspicuous, and preserve the clean modern architectural line of the building as well as the interior decor, the electrical contractor frequently finds himself hard-pressed for a solution in lighting for modern efficiency. Where and how is he to run his wiring?

Let me cite a typical example. In handling the lighting of a large newly built motel and restaurant on the Washington-Baltimore Expressway we had the challenging job of wiring 70 fixtures of an arcade overhanging the walks around the buildings.

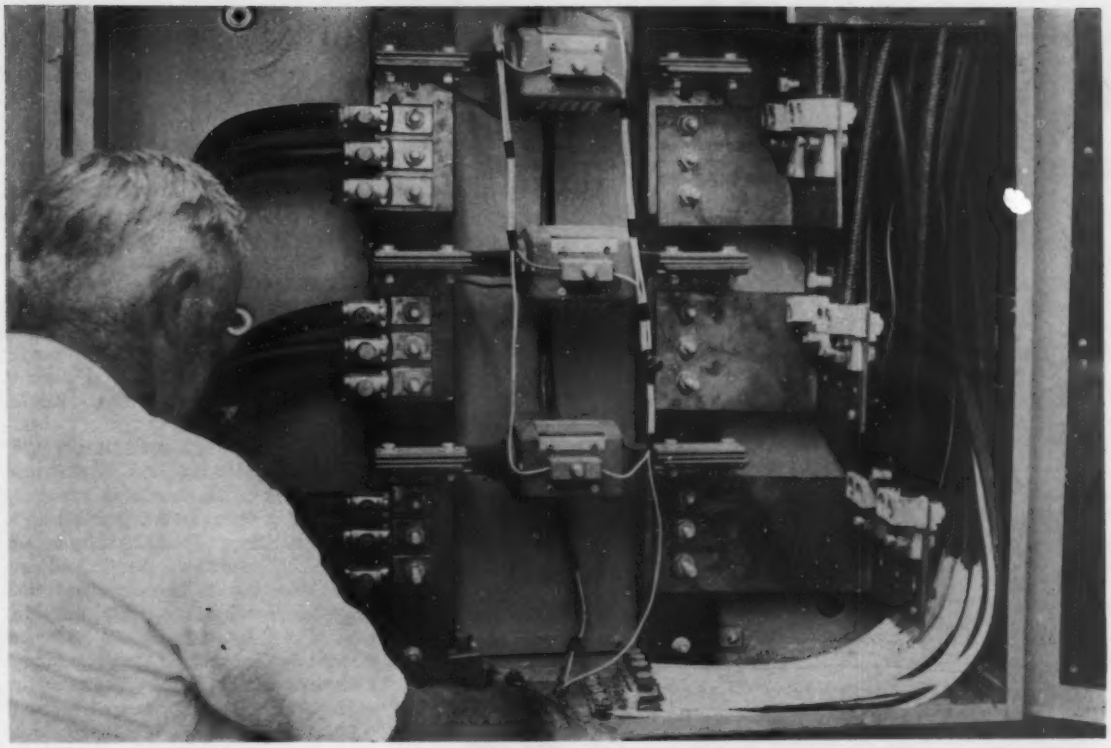
The ceiling and roof of the arcade were a single unit of solid compact composition material, two inches thick, through which we could not run conduit.

Nor for the sake of appearance could we run conduit under it. What to do? We had to devise a method of wiring for light along the walkways after dark. To resolve the situation we got special boxes 3½ inches deep and ran conduit on the upper surface of the material. With knockouts ½ inch above the composition material, we ran pipe on the roof coming right into the box.

A ¾-inch covering of tar and

Several illumination levels can be achieved in the banquet room. Fluorescents accent paintings, recessed spots provide general lighting.

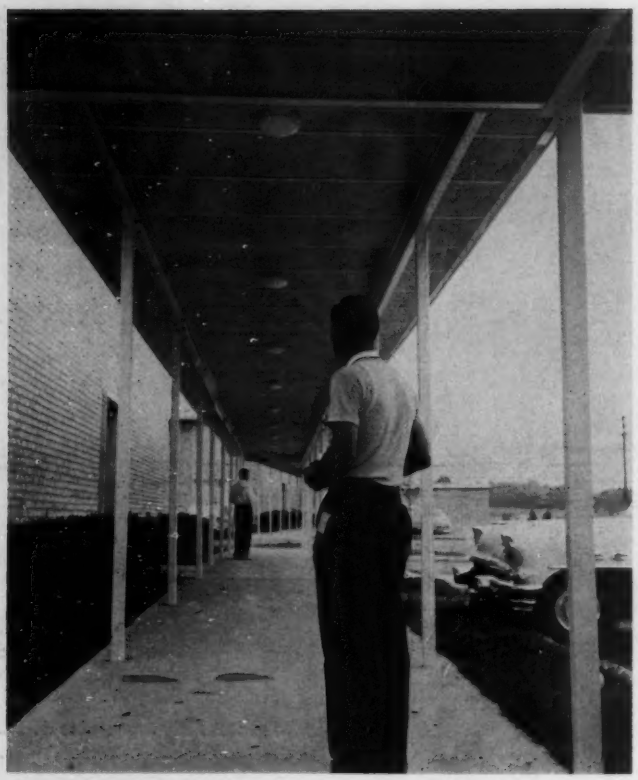
Suspended fixtures and spotlights complement the coffee shop decor.



Smaller switches with many more smaller cables were found more economical than very large switches.

Right: Contractor Ray Pinkson makes an adjustment on a mushroom type garden fixture.

Chandeliers in the dining room can be controlled by dimmers, and the illumination they produce can be supplemented by spotlights.



Conduit, run over the arcade, is concealed by tar and gravel.

Apprentice Roland Bragan, Jr., tests a spiderweb fixture in the lobby while his father, foreman Roland Bragan, Sr., watches.

gravel concealed conduit and boxes, making them waterproof simultaneously. Underground cable was run to a junction box welded to the arcade column. The arcade column served as a raceway to the roof.

A means of illuminating the roof that would make the motel visible at a great distance to fast-moving traffic was floodlighting a yellow-checkered screen about 12 feet high and mounted on the roof. We installed 42 floodlights on the roof surface in the same manner that we handled the composition material of the arcade roof.

We ran conduit on the surface with tackle bolts, had our junction boxes on the surface, covered the roof with tar and gravel, and thus weatherproofed it at the same time.

In bringing cables in from the transformer bank on the outside of the building, we found it more economical to substitute very large switches with a number of smaller switches. Instead of using two 1,200-ampere switches, we cut down to three 600's and a 400. We found it easier to handle many more smaller cables than large ones.

In the coffee shop where harmony of decor had to be preserved in color and feeling with a suitable hanging fixture, our only problem was computing the location of the fixture so that its outside panel was brought to the edge of the counter. Calculation again entered into bringing the recessed spots into the middle of the acoustical ceiling panels.

The banquet room combines fluorescent troffers and recessed spots. We had to improvise special racks and chanels for hanging the recessed troffers to support their weight. All had to be in conduit. Here, too, recessed spots had to be centered in the middle of the acoustical ceiling tile.

A dining hall of atmosphere hung with oil paintings, the banquet room was designed to serve varying moods with several levels of lighting.

The dining room with colonial decor has its period chandeliers on dimmers. Again, modern spots supplement the chandelier lighting to create different moods.

The lobby of the motel presents a subdued restful atmosphere with its low-illuminated corners of simulated Japanese design with a spiderweb fixture of hanging lanterns in orange, green, and yellow.

Meeting warns of creeping socialism

Delegates to utility association convention hear industry leaders speak against government encroachment and urge greater civic responsibility

◆ Delegates attending the 43rd annual meeting of the Public Utilities Association of the Virginias learned of the responsibility the investor-owned utilities must bear in helping to overcome the problems of depressed areas as well as their responsibility to help keep our country great and free.

The meeting was held in September at the Greenbrier, White Sulphur Springs, W. Va.

The theme of the meeting can best be expressed in quoting from 1961 president Eric C. Summer's opening remarks when he said, "The creeping socialism we have talked about in past years has now begun to walk. There are many at high levels in our government who would like to see it gallop. I urge each of you to speak vigorously against government in business, making it clear that this is the one sure path to socialism or communism."

In discussing the Area Redevelopment Act recently enacted, William L. Batt, Jr., administrator of the ARA, said the act provided for a vertical partnership between the community, the state, and the Federal government.

In referring to the public utilities as the power which has turned the wheels of American progress, Mr. Batt said the utility companies can help their communities by being the channel through which all local level elements can contribute to the development of community resources. The utilities can lead in the drawing up of an over-all economic development program—develop industrial districts and make available electric power at reasonable rates.

Robert P. Lee, assistant to the vice-president, Connecticut Light and Power Co., Hartford, Conn., stated that he feels the Area Redevelopment Act won't accomplish what its backers believed. With it or without the act there is no escape from the responsibility of the local level in solving the problems of economically depressed areas. Mr. Lee said that recovery must start at the point of distress. The initiative and the will to fight cannot be provided by any outside source.

No governmental agency or other group is as qualified to give guidance to local communities as the well-managed electric utility company serving a specific area. The utility company is part of each community and understands the complexities of the area, the utility company can be objective as almost no elected official can afford to be, and the utility can face the bitter truth in any situation which is impossible of recovery, he said.

Hulett C. Smith, commissioner, Department of Commerce, W. Va., said that state government and public utilities have the responsibility for leadership and for focusing attention on the goals important to the people of the state. In naming the basic elements for attaining the economic goals, Mr. Smith said that West Virginia has natural resources—new man-made resources—and a generation of people who are increasingly better educated to use the resources at their disposal.

"Planning and action" are key words in the modern approach to the development of West Virginia. Mr. Smith asked the utility companies to participate in the planning and development on both the state and local levels by making available those utility persons who

(Continued on page 104)

Eric C. Summers, right, 1961 president of the Public Utilities Association of the Virginias, talks with 1962 officers. From left to right are Miles Cary, second vice-president; Charles D. Lyon, president; and G. South Dunn, first vice-president. Re-elected were William F. Keehne, treasurer, and Arthur T. Ellett, assistant treasurer.

Utilities must sell themselves more

USA has undisputed position of world leadership in electric power

By Philip A. Fleger, President, Edison Electric Institute.*

◆ From a technical point of view, America's electric power transmission system is one of the most fascinating areas in the power business these days.

Certainly some of the most interesting research being done in the industry deals with extra-high voltages and related problems. I would like to focus your attention on another aspect—the growth of interconnection and pooling, and their importance to the continued strength of our industry and our nation.

This country holds an undisputed position of world leadership in electric power. We produce more power in a year than the next six countries combined, three times as much as Soviet Russia, which is closest to us in total production. With only about 1/16 of the world's population, we have about ⅓ of the world's total power-producing capacity.

Our transmission system is unrivaled anywhere. By the end of last year we had well over 312,000 miles of transmission lines of 35 kv and above. The Soviet Union, on the other hand, which has 2½ times our land area, has only about 71,000 miles of comparable lines.

In this country, nearly all the electric power systems east of the Rockies are now interconnected. West of the Rockies, interconnected operation has been a fact for several years—both in the Pacific Northwest and the Pacific Southwest.

Compare this situation with that in the Soviet Union. There, the power networks and power systems cover only about 1/5 of the populated territory of the country.

Think of that vast nation—Soviet Russia—playing the bully before the world; seemingly ready to hurl rockets, bombs, and missiles; and having declared economic war on us—with only a small portion of her land electrified.

It is no wonder that the president of the Soviet Academy of Science has given electrification of the country number one priority for Russian science. Even rocket research has been put farther down the list.

Most Americans have difficulty picturing the realities of life in other countries. We forget that, in many ways, the Russian peasant in Siberia, the half-starved farmer in China, the African, the Indian—in fact, most of the earth's population — are living in a different time. They stand on the threshold of the industrial era while we enjoy the fruits of the electrical age.

Beginning of transmission

When Thomas Edison first demonstrated his incandescent lamp in October 1879, he opened the door to a new world. But it was two months later in December that he crossed the threshold, when he first demonstrated a complete central station system, lighting a section of Menlo Park. This supplied the missing life line between the bulb and the generator—transmission.

For the past 82 years our companies have been generating electricity and taking it to where people can use it. They began as a handful of tiny central stations, each serving its own area. Naturally, the first areas they served were those most densely populated. But, step by step, service was carried to the most sparsely populated areas until, in a relatively short time, electricity became available throughout the land.

As part of the process, the central stations began to consolidate. What economics demanded, technical advances made possible. Alternating current transmission allowed central stations to be located away from the immediate areas they served. Research found ways to increase voltage and move greater amounts of power.

The concept of an electric system was developed, and stations were linked together by a network of transmission lines in order to serve an area more economically.

Demand created

At the same time, companies worked to create a demand for electricity. Where today we sell Medallion homes by the subdivision, and even by the town, in the early days power company salesmen took electric irons from door to door to demonstrate their effectiveness.

Today we sell electricity on a mass scale, through national advertising media—as is carried on by the Edison Electric Institute's Live Better Electrically Program, but from the very beginning electric companies were selling the convenience and economy and efficiency of using electricity.

Their sales programs played an important part in creating and maintaining the economic advantages of high load factor and wide diversity — those two vital elements in central station operation.

All during this early period, small electric systems continued to merge and combine their properties—finally forming the corporate boundaries of the companies we know today. In the 1920's a further development began. Many companies, finding they needed to evolve ways to meet their growing load requirements, began a process of interconnection. The Connecticut Valley Power Exchange, formed in 1925, was one of the earliest.

In many areas, the next step has been the formation of power pools. Across the country, the degree of coordination within these pools, their size, and their form of organization have been dictated by the load requirements and the economic characteristics of the areas served.

This has made it possible for utilities to maintain corporate identity and diverse ownership of

*Adapted from a recent address by Mr. Fleger, who is also chairman of the board and president of the Duquesne Light Co.

to prevent proposed Federal grid

and investor-owned utilities must continue to advance this position

facilities, and, at the same time, coordinate power supply.

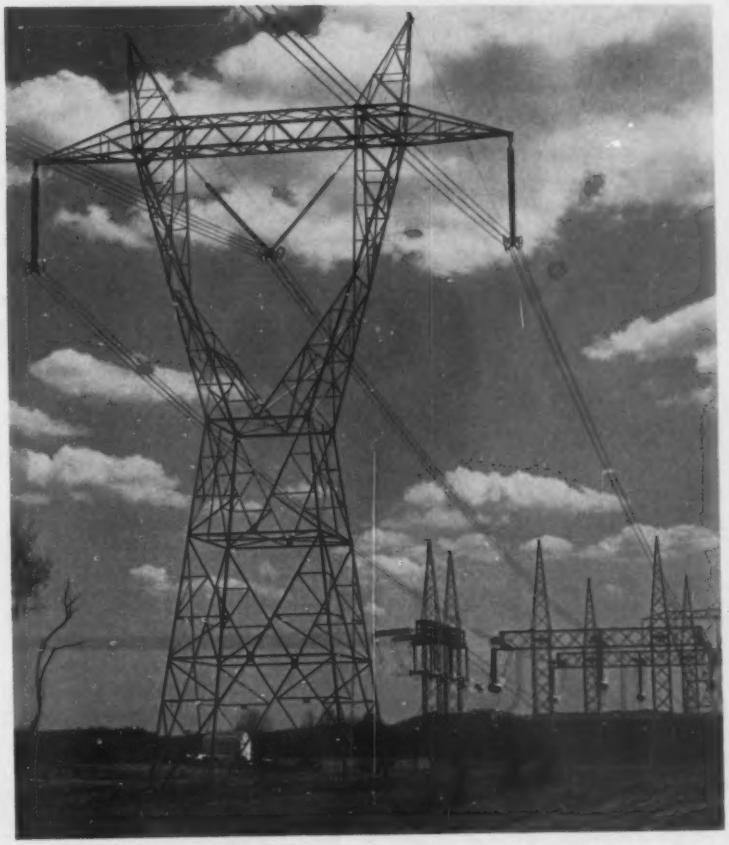
We are aware of the advantages of interconnection and pooling. We know they increase the reliability of our service through the exchange of energy in emergencies. We know the economies they can bring through fuller use of our larger and more efficient generating units and through the reduction of reserve requirements.

We know the part they have played in helping electric companies hold down the price of power during the past 20 years—while the cost of living has been skyrocketing.

The degree of interconnection our companies have achieved in the past and the plans we are making for further interconnections in the future are clear proof of our industry's awareness of these facts. As a result, we have come a very long way along the path to complete interconnection in a very short time.

For some reason, though, we haven't been telling the public about the progress we have made.

One reason may be that we have thought the subject was too technical to talk about outside our industry—that people would find it dull. But surveys show the public thinks pooling and interconnections are a good idea and an appealing idea. The trouble is, almost no one knows they exist.



Typifying efforts of investor-owned utilities and the electrical industry to provide for future needs is this section of 750-kv transmission line built for test purposes at Apple Grove, W. Va., by American Electric Power System and Westinghouse Electric Corp., with the assistance of six other manufacturers of transmission line components.

Federal network advocated

Into this situation, this vacuum of public ignorance that is our own responsibility, have stepped the advocates of government power—offering to build a Federally owned, nationwide network of transmission lines.

"Listen to us," they say. "We can create an interconnected system of transmission lines that will move power from one part of the country to another. We will reduce the price you pay for electricity. And we will see to it that you always have enough power."

They don't say that the lines they propose would duplicate present systems or ones already planned.

They don't say that the reduction in price they offer depends on the old, old tactic of giving electricity at less than cost to certain sections of the country through exemption from taxes and the loan of money at less than the going rate, while the rest of the country pays the difference.

Above all, they don't say that investor-owned electric companies are already planning and building the generating plants and transmission lines needed to supply an abundance of electric power in the future. They ignore the pledge which our industry has repeatedly given—that all the power needs of the American people can be financed in the free market.

Of course they don't say these things. But why don't we?

There is a good deal more at stake here than our own interests —important as they are to us. As a nation we appear to be facing a long, hard fight with international communism in which our government will need huge sums for defense.

At his last press conference, less than two weeks ago, President Kennedy said the world is in "a period of maximum hazard," and that hopes for a $3 billion surplus this year—and for a tax cut—had been wiped out because of steps to strengthen national defense. He said there could be further unexpected defense spending.

Surely, it is in the national interest to point out that between 1960 and 1970 over $50 billion for construction of electric power systems will come from the operation of investor-owned companies working in a free enterprise economy, and that some $8 billion of this total will be directed to the construction of transmission lines.

This is a burden government need not and should not bear. This is a burden the American taxpayer need not and should not bear.

Not only that, but over the next decade investor-owned electric companies will contribute over $36 billion in taxes to Federal, state, and local governments—more than half of this total to the Federal government. Even in the stratosphere of Federal governmental finance these are very large sums.

I saw a statistic several months ago that appalled me. It was a simple one: the interest on the U.S. national debt amounts to more than $1,000,000 an *hour*. Yes, our inability to comprehend the genuine magnitude of the millions and the billions our government spends may have more influence on irresponsible government spending than we realize.

Big government investment

How many people do you suppose understand that Government-in-the-power-business now represents an investment of about $5½ billion in Federal projects alone? How many people know that there are plans for spending some $10 billion more? These are funds that are vitally needed for our national defense and for other legitimate government activities.

Government - in - the - power - business is draining tax money away from these areas. And this is all the more serious because government expenditures are totally wasted in the power field.

It takes just one simple question to cut through the welter of conflicting statements that is quickly built up around any proposed Federal power project: "Can these power facilities be financed in the free market?" If the answer is "yes," then the answer to government financing (which means taxpayer financing) must be "no."

During the past 20 years we have made progress in getting the American people to understand this view. Twenty years ago, according to surveys, 55 per cent of the public favored government ownership of electric utilities. Today that figure has dropped to 38 per cent. By any standards, that's a substantial gain.

Tell our story

But during the past year the advocates of government power have been intensifying their efforts. More and more, during the past weeks, we have heard them arguing for their national transmission grid. The best answer is to tell our story louder and clearer and more often than ever before.

The story we have is a good one. Let's review it for a moment.

Our companies are planning today for the power needs of 1970, 1980, and even for the year 2000. During the 60's and 70's we will be nearly quadrupling our power-producing capacity.

In order to get this power to the people, we will be adding to our network of transmission lines: building new lines where they are needed and strengthening lines that already exist.

More than two years ago, a task force made up of men from our companies began an extensive study of the plans individual companies were making.

Recently the Edison Electric Institute announced their findings. The study shows that our companies are planning to build some 100,000 additional miles of transmission lines by 1970.

And by 1970 we expect all the major power systems throughout the United States will be capable

(Continued on page 98)

New digital telemetering equipment to transmit data for Texas utility

◆ Gulf States Utilities Co., Beaumont, Texas, will be among the first utilities to use General Electric's new digital telemetering equipment.

Installation of the system will be completed by the end of 1961.

It is expected that the system will result in considerable savings in time and money through this automatic and highly accurate transmission of data. At the same time, human error is eliminated, since no further refinement of data is required, according to G-E.

The Gulf States Utilities Company digital telemetering installation will trasmit information as to kilowatthours in and out from six remote interconnections into a central dispatching office upon command of remote demand meter clocks. Information will be logged by location on an electric typewriter, showing exact time of reading and total kilowatthours in and out.

The new digital telemetering equipment is a development of the General Electric Company's Instrument Dept., West Lynn, Mass.

A somewhat similar system is to be furnished to Pennsylvania Electric Co., except that it is completely automatic. A digital clock at the dispatcher's office transmits a signal every 15 minutes to the remote locations.

The previous 15-minute demand is then stored in the transmitter and each location, in turn, sends its information to the load dispatching office.

Each transmission of data is made twice for comparison purposes. If they agree and a correct code has been received, the readings are logged on an electric calculator/printer. In case both transmissions are not the same or an incorrect code is received, a new transmission is automatically requested by the equipment.

If the error still exists after a second automatic request, an alarm sounds and the dispatcher can manually request additional readings.

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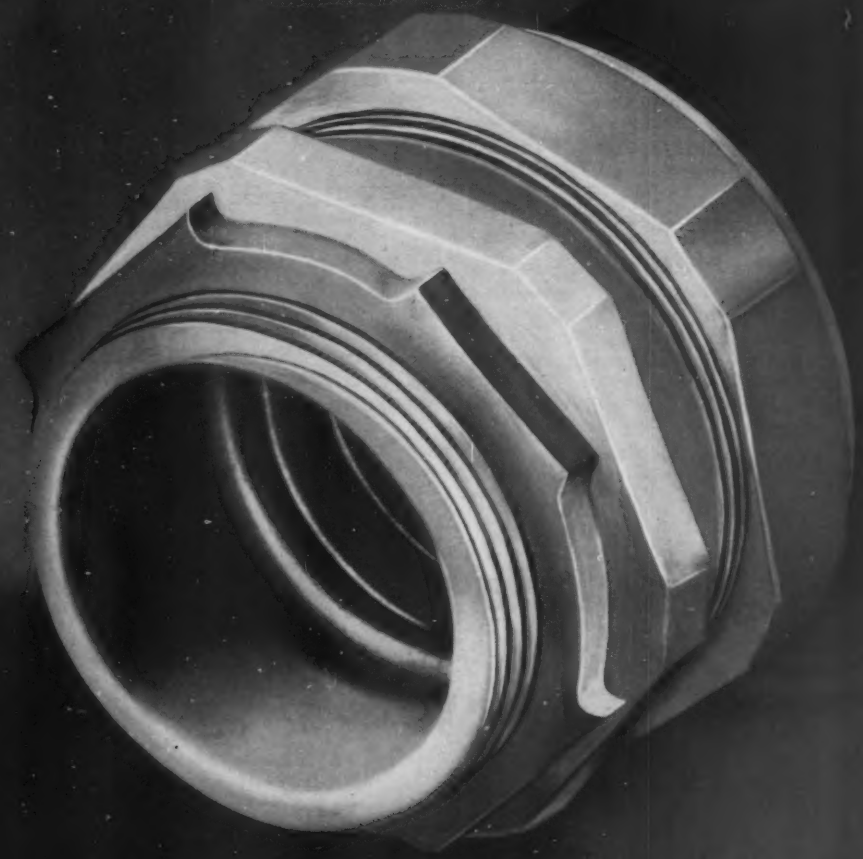

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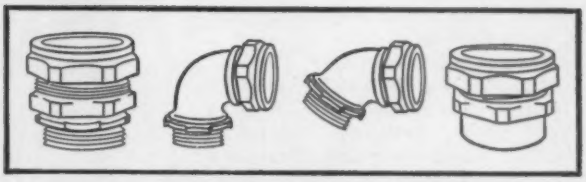

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Hollow-core conductor cable may meet high-voltage power transmission needs

◆ A novel hollow-core conductor cable designed to meet the 460,000- to 500,000-volt power transmission needs of the nation's fast-growing electrical systems has been installed for testing by the Bonneville Power Administration.

The big conductor, 2.136 inches in diameter, was developed and manufactured by Olin Conductors, a part of Olin Mathieson Chemical Corp.

Olin's new conductor consists of 90 aluminum wires laid spirally in three layers around a central core layer. This inside layer is made by alternating 12 steel wires and 12 shaped aluminum wires to form an interlocked cylindrical structure containing only air.

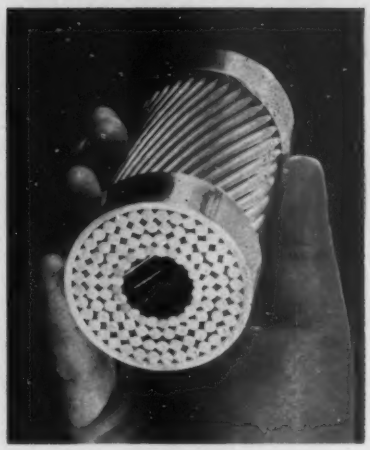
In contrast to other types that rely on rods, tubes, or conduit to expand hollow cores, the Olin conductor contains no parts that would add to material or fabricating costs or increase weight without contributing to the strength and current-carrying capacity.

The experimental conductors are in two 4,000-foot sections of the Bonneville Power Administration's 80-mile-long, $6,700,000, Big Eddy-McLoughlin 345,000-volt transmission line.

Olin chose the Thomas & Betts Co., Elizabeth, N. J., to design and fabricate the necessary fittings and tools for its new conductor.

Olin's 2.136-inch diameter experimental conductor has a cross sectional area of 2,715,000 circular mills and weighs 3.268 pounds per foot.

It is of 36/30/24 construction of 0.1643-inch electrical conductor aluminum with a hollow core of 12 wires of 0.1443-inch steel and 12 shaped wires of electrical grade aluminum.



Ninety aluminum wires are laid around a core layer of alternating steel reinforcing and shaped aluminum wires that form an interlocked cylindrical structure containing only air. End bands aren't part of cable.

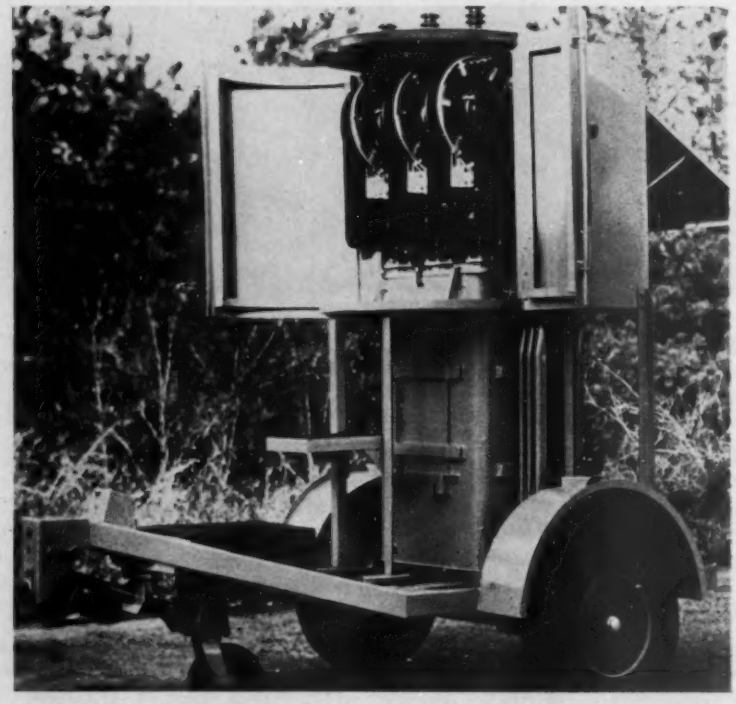
Transformer trailer unit uses lightweight laminate

◆ A 500-kva emergency transformer trailer unit made by the Brown Truck and Trailer Manufacturing Co., Charlotte, utilizes a high-density, lightweight hardboard laminate in the reel sides and barrier panels.

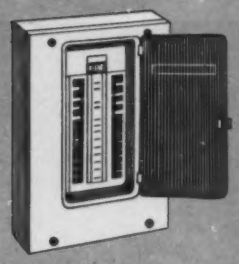
The laminate, Masonite Benelex "70," has good dielectric strength. It is routed and shaped to form 12-, 14-, and 16-inch discs, the sides of which are used to hold extra flexible neoprene jacketed cable in place. The hardboard saves $5 to $6 for each alloy reel side replaced.

Quarter-inch Benelex "70" is cut to 14-, 16-, 18-, and 20-inch rectangles with shaped edges to prevent arcing between reels. The barrier plate costs approximately 30 per cent less than the material it replaces.

Use of the laminated hardboard brought about a weight reduction in the kva unit, the company reported. Also, since the copper lugs can be installed directly to the Benelex "70" flanges of the reel, the application is simpler and more satisfactory.



Reel sides and barrier panels are made of the high-density laminate.



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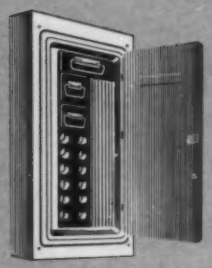

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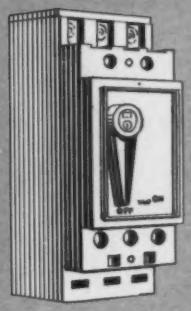
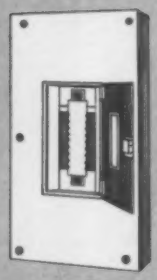
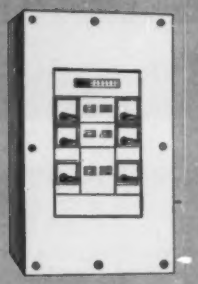


Rotary Handle Circuit Breakers

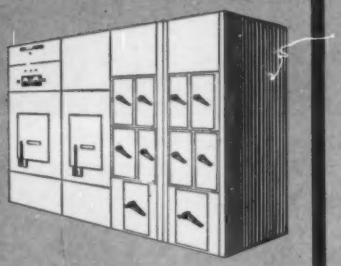
Motor Controls



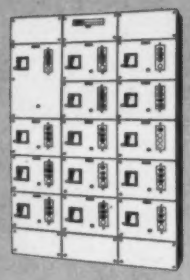
Lighting Panels



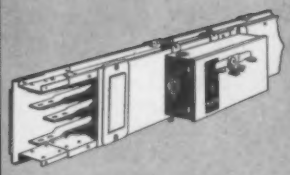
Power Panels



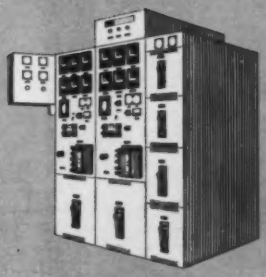
Switchboards



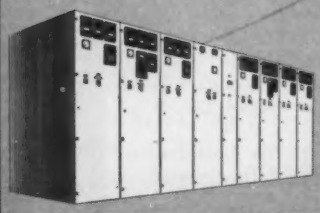
Motor Control Centers



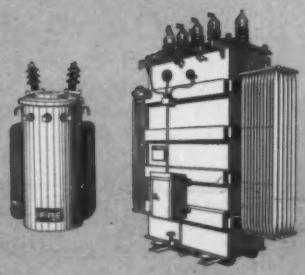
Modular Bus Duct



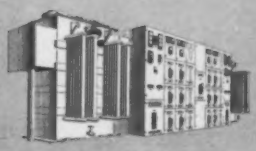
Metal-Enclosed LV Switchgear



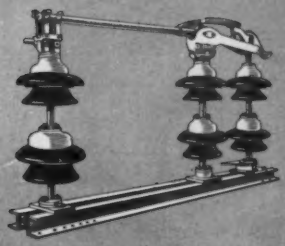
Metal-Clad HV Switchgear



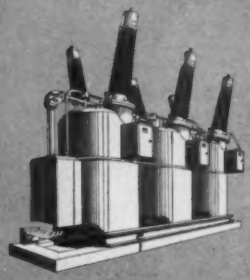
Distribution & Power Transformers



Unit Substations



Ag Power Switches



Oil Circuit Breakers

Power Capacitors

FPE

"growth through creative energy"

Electrical South's publisher moves to new headquarters

High-level illumination and attractive decor create good environment for magazine staff

◆ ELECTRICAL SOUTH has moved into a new building featuring high-level illumination and many other benefits of an up-to-date electrical installation.

Actually, ELECTRICAL SOUTH itself did not initiate the move, but relocated its operations when its parent organization, W. R. C. Smith Publishing Co., moved to spacious new headquarters on Peachtree Rd., in Atlanta, about two miles north of its old location on Peachtree St.

Situated about 1/5 mile from the northeast branch of the Atlanta expressway, the new building is convenient to all parts of the metropolitan area. It is in a neighborhood of office buildings, other corporation offices, and apartment houses. The structure faces Peachtree Rd., with the main entrance reached by covered walkway. Behind is adequate parking for employees and visitors.

Generally, editorial and business staff offices are on the second floor, with top executive offices and such departments as circulation, production, bookkeeping, market research, and mailing on the first floor.

Well-equipped building

Private offices contain two desks and extensive facilities for filing and storing manuscripts, photographs, correspondence, and other material connected with the many facets of magazine publishing.

Carpeting throughout the entire second floor and much of the first floor, acoustical tile ceilings, walnut paneling, and contemporary furniture, in addition to the high-level lighting, provide pleasant working conditions designed to encourage efficiency and creativity. The 16,000 square foot area is air conditioned year-round.

An intercom system enables editors and business managers to communicate easily with each other and with service departments.

The entire building was specially designed to meet the exacting needs of modern publishing operations.

Fifty-six years and sharp contrasts separate these spacious new headquarters from the one-room office in which the enterprise began.

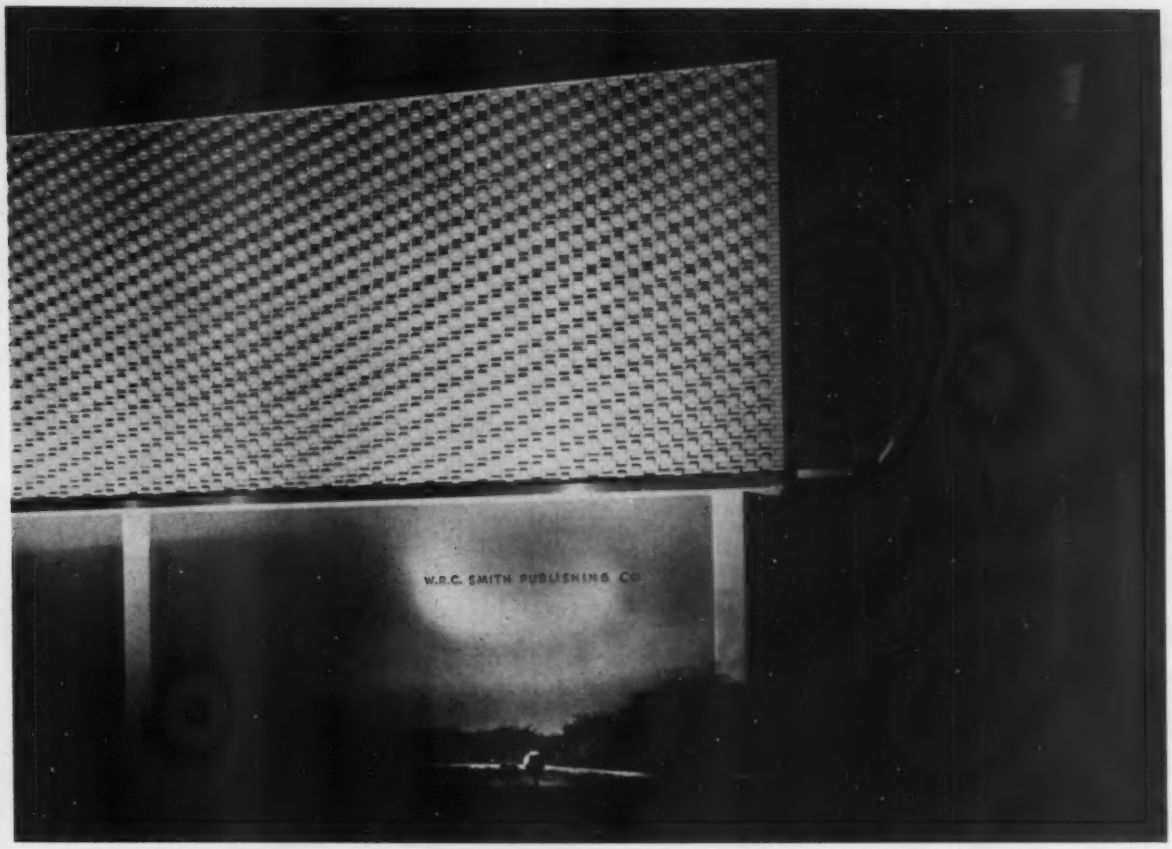
In 1905 a man with vision undertook to publish *Southern Engineer* and *Practical Machinist*. Setting up shop in a one-room office in downtown Atlanta, W. R. C. Smith worked and prospered. His two publications grew to three.

At the time of his death in 1941, the company bearing his name counted five successful titles and the organization occupied almost two full floors in the Grant Building on Walton St.

After the death of the founder, the company continued to expand under the leadership of William J. Rooke and Richard P. Smith, now chairman of the board and president, respectively. In 1948 there were six publications, and larger space was needed, so the company moved to improved quarters at 806 Peachtree St., 1½ miles from the former offices.

Once again, forced by expanding operations, the company has moved to larger quarters. This time, with eight publications clamoring for space, the only solution was for the company to acquire its own building.

Above: Dramatic night lighting on the front of the building, which overlooks Peachtree Rd., accentuates the texture of the brick wall. A covered walkway (visible at the far right) leads to the entrance shown below.



The main entrance is reached by landscaped walkways.

Private offices have two desks and ample file space.

The ES editorial and business staffs are headquartered on the second floor. Private offices are separated from secretarial areas by walnut doors and translucent glass panels. Overhead fluorescent fixtures provide high-level illumination. Other attractive features are acoustical tile ceilings and wall-to-wall carpeting.

Contractors tell how

Special estimate sheet simplifies handling small jobs

◆ Scott Electric Co., 1919 N. Port Ave., Corpus Christi, Texas, devised and is using a special estimate sheet that has simplified handling small jobs, including remodeling projects, and has plugged profit leaks in connection with this type of contracting, according to Lurry J. Rabalais, vice-president.

The sheet is in triplicate and was designed specifically to use in making estimates on small jobs, mostly residential work, and is entirely different from the forms used in preparing a commercial, industrial, or new-home bid.

The form is about eight inches high and 11 inches wide, printed and bound in sets of three—white, pink, and blue. The white, or original copy goes to the customer who has asked for the estimate, the pink sheet goes to the mechanic who does the job—if the company gets it, and the final copy becomes a part of the office records.

Down the left-hand side of the form are ruled spaces for writing quantities of the various items listed from top to bottom in an adjoining column. These printed items include such routine residential installations as light outlets, single-pole switch outlets, three-way switches, receptacle outlets, move light outlets, additional circuit breakers, range outlet, washing machine outlet, and several other common operations performed in the average residential repair job.

There is space below this list of jobs to write in anything else wanted but not printed. The estimator extends the price of each checked operation and writes in the final quoted price for the work listed. The form bears the name of the company estimator and the customer's name and address.

When the company receives an acceptance of the estimate, the mechanic who gets the assignment takes his copy of the estimate sheet and makes the installations and repairs as listed, checking off each as he completes it. When he completes the job, he returns his copy of the estimate to the office, where it is checked to make certain that each operation listed was carried out as indicated in the estimate.

SCOTT ELECTRIC COMPANY
1919 NORTH PORT CORPUS CHRISTI, TEXAS Date_____
Dial TU 4-6326

By_____ Mr._____
Address_____

Quan.		
	Light Outlets	
	Single Pole Switch Outlets	
	3-Way Switch Outlets	
	Move Light Outlets	
	Move Single Pole Switch Outlets	
	Move 3-Way Switch Outlets	
	Receptacle Outlets	
	Move Receptacle Outlets	
	New Service—Capacity—	
	Move Service	
	New Panel— Size	
	Additional Circuit Breakers	
	Spaces for Future Circuits in Panel	
	Range Outlet	
	Dryer Outlet	
	Washing Machine Outlet	
	110-Volt Air Conditioning Outlets	
	220-Volt Air Conditioning Outlets	
	Others—	

We quote a price of $_____ Accepted by_____

The form is about eight by 11 inches and is printed in triplicate.

Where the form has stopped an occasional profit leak, however, is when the customer orders additional services from the mechanic after he starts the job. Possibly the customer decides that she wants three additional light outlets instead of the two that were listed on the estimate sheet; or she may want to move the refrigerator to another part of the kitchen, requiring extra wiring.

Whatever additional work she orders the mechanic performs, but lists it on his copy of the estimate sheet as he completes it.

When his copy goes to the office, a bookkeeper checks it against the office copy of the estimate, to see not only that each promised operation was performed but to catch any additional work performed that was not in the original estimate. The cost of this additional work then is added to the estimate before sending the customer a statement, and a note goes with the statement, explaining the reason for the additional figures.

"The form not only has simpli-

(Continued on page 98)

Present location versus new location: not moving offers greater advantages

By I. G. Porkrus, Owner, Eldorado Electric Co., Eldorado, Ark.

◆ The trend among many electrical contractors to move to a highway location or to a new shopping center seems to be gathering momentum.

After being in the same loca-

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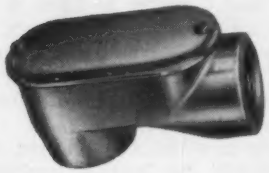
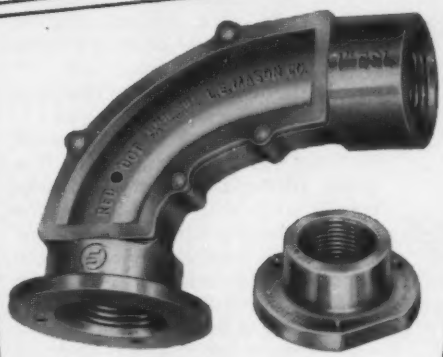
VALUE
QUALITY
PROFIT

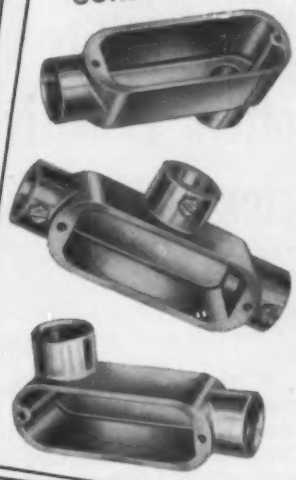
ENTRANCE ELLS



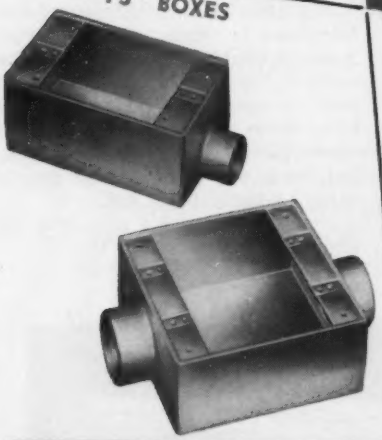


"ELECTRO - SERTS"

CONDUIT BODIES



"FS" BOXES



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- Satin Smooth, Inside & Out
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DALLAS
DENVER
DETROIT
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SERVING INDUSTRY Mason FOR 30 YEARS

L. E. Mason Co. BOSTON 36, MASSACHUSETTS

tion in the heart of the business section for 32 years, I got a tempting offer to move to a new shopping center. Here I would have a fresh new store, in a growing community, where parking facilities were abundant and without cost to the customer.

Would it pay me, an established electrical contractor, to follow the example set by many of my business friends who were going modern in a shopping center location?

The charges against my old location were many. The display floor was small and rather crowded. The old, familiar work area in the rear could also do with some expanding and remodeling. And parking facilities for customers were as bad as in any other business section of a lively city this size.

I decided not to move. I would continue to cash in on my crowded 32-year-old location. My patrons, old ones and new, were familiar with my store, flanked by a large hotel and faced by a department store. If I moved, many of them would forget me.

When they needed an important wiring or heating job, many of them would ask for competitive bids. My bid would be in the heap, perhaps. And sometimes my bid would lose out against competition.

I am not moving for the reason that my old location and my frequent contacts with the business people who need electrical service pay off in the choicest jobs that come to an established contractor —time-and-material jobs. It takes confidence and friendship to build up this sort of business.

For even more than the 32 years I have spent in my present location, I have been serving commercial and industrial establishments regularly on a time-and-material basis.

The hotel next door, the department store across the street, and the bank in the next block call me in for their work. They do not ask for competitive bids. I have proved to them, through the years, that I am a competent electrician who asks only a fair price for my work.

A recent illustration of the value of proximity to a prospect and friendly contacts with him is the $35,000 electrical heating job I completed for the Samples Department Store.

For 30 years I had been doing electrical work for this organization on a cost-plus basis. When the owners wanted to modernize with electrical heat and air conditioning, I was invited to do the work. I had no competition to face.

My display floor, filled with fixtures and gift items, undoubtedly would be more effective if I moved to a modern shopping center. But the sales volume I need does not come from the display floor. It comes from electrical wiring, repairs, and maintenance.

I want my share of this sort of work, and I prefer to have it on the time-and-materials basis. I therefore plan to hold fast to my old location and to keep closely in contact with the people who have known me for many years.

In the new shopping center, my rent would be less. I probably would be more comfortable. And I might even get more drop-in traffic for items from the display floor.

But here is the difference: the telephone is ringing this very moment. It could be the owner of the store in the next block, wanting to talk to me about heat pumps. I have done work for him several times. He will ask for my estimate, but he is not likely to ask me to submit a competitive bid.

I cannot move to a new location and leave business like this.

Panel utility body offers extensive storage facilities

◆ A panel utility body job-planned for electrical contractors is earning praise from operators who have placed units in service.

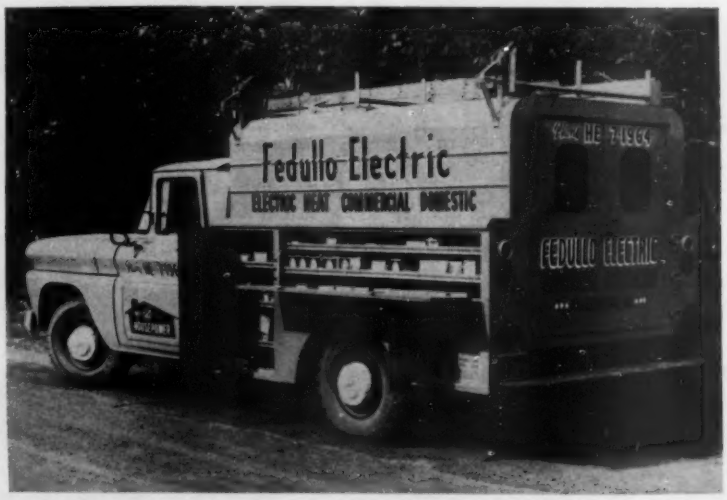
P. M. Fedullo, of Fedullo Electric, who recently acquired two of these bodies, reports that they are "easy to work from, nice looking, and sturdy," and that they save him several hours on the average job.

These bodies have double rear doors with safety glass windows and feature three large outside compartments on each side of the body for file-box storage of tools and small parts. All compartments are weathertight and fitted with removable shelves and adjustable bin dividers.

Compartment doors are made with die-formed double panels, suspended on free-acting hinges, and secured by slam-action locks. The bodies are of unitized welded steel construction, reinforced at all critical stress points, and completely undercoated.

The Fedullo units have been equipped with rooftop racks for ladders and electrical conduit. On the job, each carries a pipe bender, electric drills, wiring supplies, conduit, ladders, and all needed tools, with every item where it can be quickly found and removed without time-wasting hunting and groping.

The bodies were manufactured by the Reading Body Works, Inc., of Reading, Pa.



The well-constructed bodies have weathertight storage compartments.

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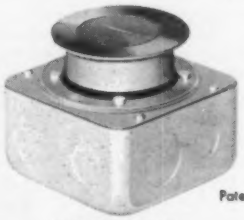
add the beauty of burnished bronze to tile, terrazzo, linoleum or concrete floors

With the exclusive construction of T&B floor boxes, all unsightly screws are concealed, leaving only the polished bronze cover plate visible. Concrete tight...levels 10° in any direction... adjusts 5/8" vertically.

Designed for easy installation, with a variety of interchangeable accessories and receptacles.

Patent Pending

CAT. NO. 1753
REDDY-TILT FLOOR BOX — SHALLOW FILL



Patent Pending

CAT. NO. 1754
REDDY-TILT FLOOR BOX — NORMAL FILL

T&B ENGINEERED **THOMAS & BETTS**

THE THOMAS & BETTS CO.
INCORPORATED
ELIZABETH 1, N. J.
IN CANADA, THOMAS & BETTS LTD. MONTREAL

GENTLEMEN: PLEASE SEND ME BULLETIN NO. F13-144

NAME _____

ADDRESS _____

CITY _____ STATE _____

Technical books

for the electrical man

Radio-TV repairs

"Television and Radio Repairing," Second Edition, by John Markus. Published by McGraw-Hill Book Co., 330 W. 42nd St., New York 36, N. Y., illustrated, 576 pages, $8.95.

A revision of a very widely accepted book published in 1953, this second edition is completely updated and contains several new chapters.

As in the original edition, the book assumes that the reader has had no previous experience in television or radio, but is of average intelligence and can follow simple directions.

By studying the simple instructions for testing, repairing, and replacing television and radio parts, a complete beginner should be able to handle over 75 per cent of the repair jobs that come to the average television and radio repair shop, according to the author. To this end, the emphasis is on simple, practical procedures and how-to-do-it information which can be applied to actual receivers right from the start.

Designed for home study, the book introduces tools and parts as if seen by the reader for the first time. Each type of receiver is taken up with a brief and simple get-acquainted description. "It is possible," the author explains in his preface, "to start fixing sets on a business basis after studying only ten chapters."

All recent advances are covered in this book, which is organized logically so that each paragraph and each chapter builds up knowledge from those preceding it. There is a minimum of theory and no mathematics.

Mr. Markus, formerly feature editor of *Electronics*, is now technical director of the technical information research staff at McGraw-Hill, and a well-known writer in this field.

Tape recorder basics

"ABC's of Tape Recording," No. TAP-1, by Norman H. Crowhurst. Published by Howard W. Sams and Co., Inc., 1720 E. 38th St., Indianapolis 6, Ind., 96 pages, $1.50.

This book has been written for the benefit of anyone interested in tape recording—beginners as well as those already well advanced in the art.

Mr. Crowhurst, a leading authority and a widely accepted author in audio and hi-fi, has produced one of the most practical books ever published on tape recording for the layman.

In chapter one the reader learns the fundamentals of tape recorders—how they are able to put sounds on tape and play them back. The second chapter explains points to consider in choosing a tape recorder.

Four additional chapters tell how to use a tape recorder for best results, and describe a number of specific applications for tape recorders (practical as well as just-for-fun uses). For the benefit of readers who want to know more about the technical aspects of tape recording, Mr. Crowhurst uses layman's terms to describe the functions of the various parts of a tape recorder.

In addition, he explains the differences between recorders — two- and four-track models, single or dual motors, recording speeds, controls, etc. He also includes details on how to judge the quality of recordings, and tells how to obtain the best quality from different types of recorders. A glossary of commonly used tape recorder terms is also included.

Electrical estimates

"Electrical Estimating," Third Edition, by Ray Ashley. Published by the McGraw-Hill Book Co., Inc., 330 W. 42nd St., New York 36, N. Y., 225 pages, illustrated, $12.50.

This book is designed for the electrical contractor and estimator who wants to increase his business by more efficient management and understanding of his field.

To this end, the book is replete with practical methods, tips, and guides to help him streamline his estimating procedures.

Reflecting more than 25 years of practical experience in all branches of the electrical contracting industry, "Electrical Estimating" ranges in its coverage from selection and training of electrical estimators and proper use of estimating tools to the cost of preliminary estimates and preparation of final bid sheets.

Included are sample estimates, methods of checking estimates, and the preparation of labor-cost units. The book also illustrates how to figure markups and gives many pointers useful in solving problems of estimating, appraisal, cost accounting, and job scheduling.

This third edition contains 25 tables of labor-cost units, embracing over 1,800 individual items. There are guides and tables for estimating and billing job costs, as well as overhead and practical pointers showing how to substantiate charges and thereby sell at better prices. Other curves and tables indicate how to figure overhead in accordance with the size of the project and its duration, and how to estimate the cost of extended duration.

In addition, there are special sections on installation-only projects and five complete sample estimates taking the reader step-by-step through typical jobs.

Ray Ashley is an electrical engineering and estimating consultant and has been a consulting editor of *Electrical Construction and Maintenance* for over 12 years. He has served as business consultant to electrical contractors, has conducted forums for electrical contractors' associations in many large cities, and has lectured before engineers and contractors all over the country.

Amplifier circuit text

"Basic Electronics Series: Amplifier Circuits," by Thomas M. Adams, Capt., USN. Published by the Howard W. Sams and Co., Inc., 1720 E. 38th St., Indianapolis 6, Ind., 136 pages, illustrated, $2.95.

This second book in the "Basic Electronics Series" completely and simply explains amplifier circuits.

Dynamic circuit diagrams in four colors enable the reader to visualize exactly what action is occurring during every moment of circuit operation.

This approach makes an unmistakable identification of each electron current in a particular circuit, and then discusses in detail the changes each current undergoes for every moment of operation. The circuit diagrams detail circuit actions rather than circuit connections only.

In a sense, this series treats electron currents as "moving parts," and just as a person can understand a mechanical device by visualizing the movement of each moving part and its relation to other parts, so, too, can he understand electron circuits by use of a similar technique.

Amplifier circuits are categorized by audio frequency voltage amplifiers into two divisions, including audio frequency power amplifiers and radio frequency voltage amplifiers. Current coupling and feedback are also thoroughly discussed.

Subjects covered in the book's seven chapters include basic vacuum tube actions, R-C coupled audio-frequency voltage amplifiers, transformer-coupled audio-frequency voltage amplifiers, audio-frequency power amplifiers, audio phase-inversion circuits, impedance-coupled radio-frequency voltage amplifiers, and transformer-coupled radio-frequency voltage amplifiers.

The book is designed to serve as a reference-text in giving a clear understanding of amplifier circuits.

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A QUALITY NAME IN MALLEABLE IRON FITTINGS

Represented in the South by:

The Hodges Company	Dallas, Texas
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Modern design and superior flexibility add durability and versatility to Bridgeport fittings. Made of malleable iron, these connectors can withstand the stress of super-tight fitting for the life of the installation.

The BRIDGEPORT FITTINGS INC. B Quality Conduit Fittings

The BRIDGEPORT FITTINGS INC.
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New products

Cutler-Hammer motor locks

Cutler-Hammer, 315 N. 12th St., Milwaukee 1, Wis., has added key- and lever-operated fractional horsepower devices to its line of a-c manual starters and regulators.

Particularly useful in the building industry, these new additions provide one- and two-pole, across-the-line

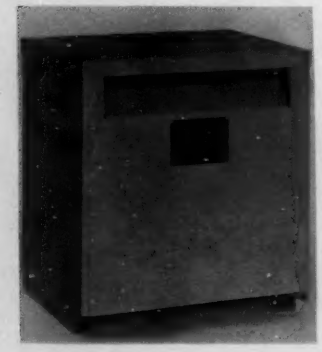
starting as well as overload protection for fractional horsepower motors.

The lever-operated device, available in a NEMA 1 enclosure or as an open unit, provides remote operation by a shipper rod or a machine-driven linkage. The open type starter fits a standard surface or flush type outlet box.

These new devices feature quick make and break contacts, overload protection, heater coils rated in ten per cent increments; and stainless steel operating parts.

G-E dry type transformer

A new dry type distribution transformer that is up to 25 per cent smaller than previous units and has a 15-20 db reduction in noise level depending on kva rating has been



introduced by the General Electric Co., 1 River Rd., Schenectady 5, N. Y.

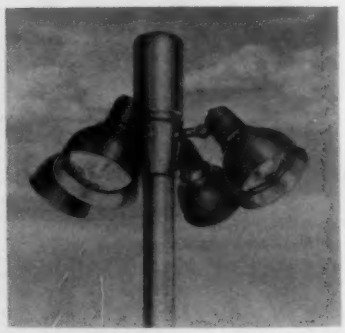
Designed for indoor use in industrial and commercial areas, the new line will be part of the company's standard QHT line of quiet, high-temperature, dry type transformers. The transformer utilizes a class H insulation system and has a 150 C temperature rise.

With primary voltages of 2,400 and/or 4,160 volts, the secondary voltages are 120/240, 240/480, 208Y/120, 240 delta, 480 delta, and 480Y/277. Ratings are three through 250 kva, single-phase, and nine through 225 kva, three-phase.

Stonco mercury vapor lamps

A new sealed-beam mercury vapor line introduced by Stonco Electric Products Co., 333 Monroe Ave., Kenilworth, N. J., permits more economical wide-area lighting with fewer transformers, fewer poles, and budget fixtures that require virtually no maintenance.

Initial equipment costs are especially reduced in large installations, with two new, compact high-wattage transformers, each developed to re-



place more expensive combinations of teamed-up conventional ballasts.

These new four-lamp, 400-watt and two-lamp, 1,000-watt constant-wattage transformers allow more fixtures per pole, with correspondingly fewer poles per installation.

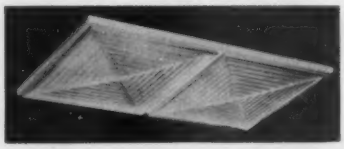
Floodlights are die-cast aluminum with spun aluminum hoods ventilated for cooler operation of 400-watt R-52, R-57, and R-60 or 1,000-watt R-80 color-improved mercury vapor lamps. High-efficiency lamps with maintenance-free sealed-in silvered reflectors stay brilliant even in hazardous areas.

All fixtures feature full floating sockets with electrical hardware in stainless steel for extreme high-heat resistance.

Holophane modular fixture

Holophane Co., Inc., 342 Madison Ave., New York 17, N. Y., is producing a modular lighting fixture with twin prismatic lenses for use in areas requiring a combination of good lighting and pleasing appearance.

The new model 6600 is a surface-mounted unit measuring nominally four feet long by two feet wide. It houses four fluorescent lamps, and its two acrylic-plastic lenses are each two feet square. The fixtures are easily joined mechanically and elec-



trically end-to-end, side-by-side, or end-to-side to form rows, squares, or L's for rooms of any size or shape.

The units are 1-5/16 inches deep at the edges and the pyramid-shaped lenses taper downward to apexes 3-3/16 inches below ceiling level.

Prisms molded in the surfaces of the lenses bend most of the light downward into the work zone, avoiding glare and increasing lighting efficiency.

Murray breaker load centers

Two new split bus units, three-and-six and four-and-six, have been added to the line of circuit breaker load centers from Murray Manufacturing Corp., 1250 Atlantic Ave., Brooklyn 16, N. Y.

No. LC712D is equipped with three double poles in the top power section and six single-pole circuits in the lower lighting and appliance section. No. LC714D has four double poles in top and six singles in the bottom.

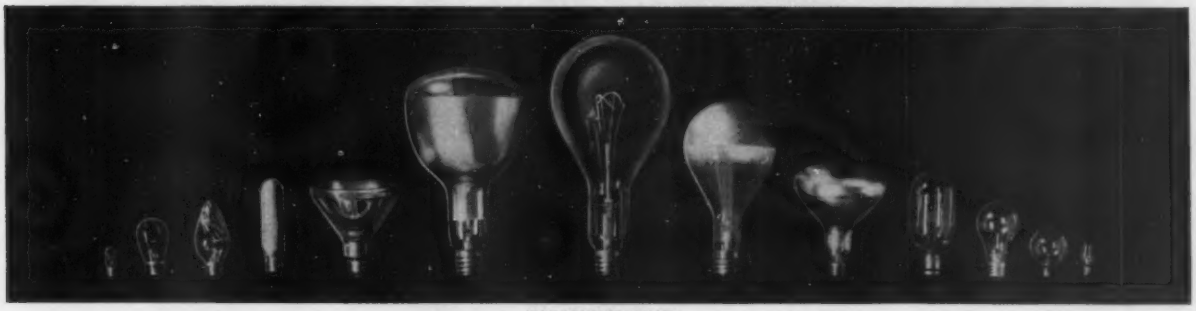
Both units are available in surface and flush indoor enclosures and raintight boxes. Each lighting and appliance section will accommodate any combination of single, double, or duplex circuit breakers.

The new load centers are rated at 125 amperes, single-phase, three-

YOUR BEST BUY IN LAMPS

CHAMPION

OVER 3,000 TYPES OF LAMPS FOR INDUSTRIAL AND COMMERCIAL USE



INCANDESCENT

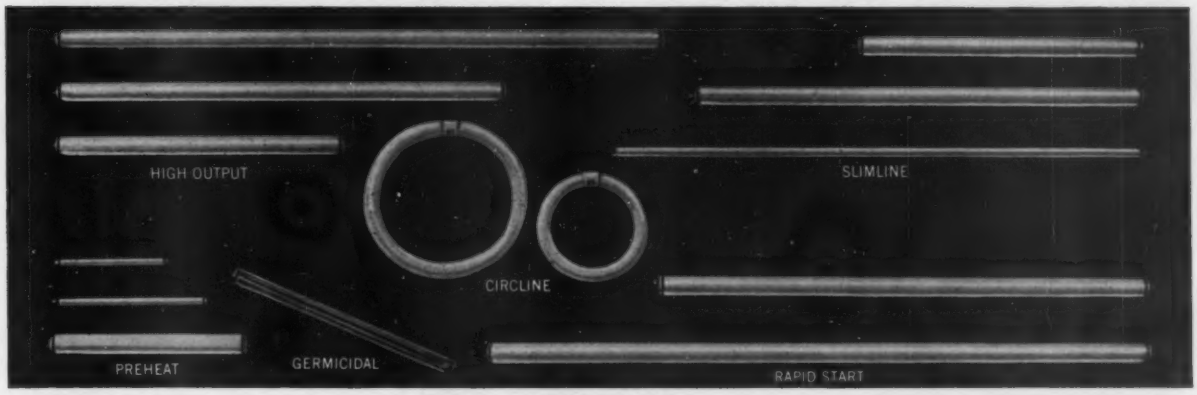
Champion incandescent lamps are manufactured in sizes that range from 6 to 1500 watts and voltages of 6 to 275 volts. This means a lamp for practically every application.

Sign Lamps
Rough Service
Tubular Lamps
Indicator Lamps
Three-lite Lamps
Decorative Lamps
Vibration Service

Lumiline Lamps
General Service A Line
General Service PS Line
DeLuxe White Lamps
Infrared Heat Lamps
Spot or Flood Lamps
Silvered Bowl Lamps

Par Lamps
Bug Lamps
Clear Lamps
Natural Colored Lamps
Extended Service Lamps
Street Lighting Lamps
Semi-Silvered Bowl Lamps

Colored Lamps
Reflector Lamps
Appliance Lamps
Hard Glass Lamps
White Bowl Lamps
Inside Frosted Lamps



FLUORESCENT

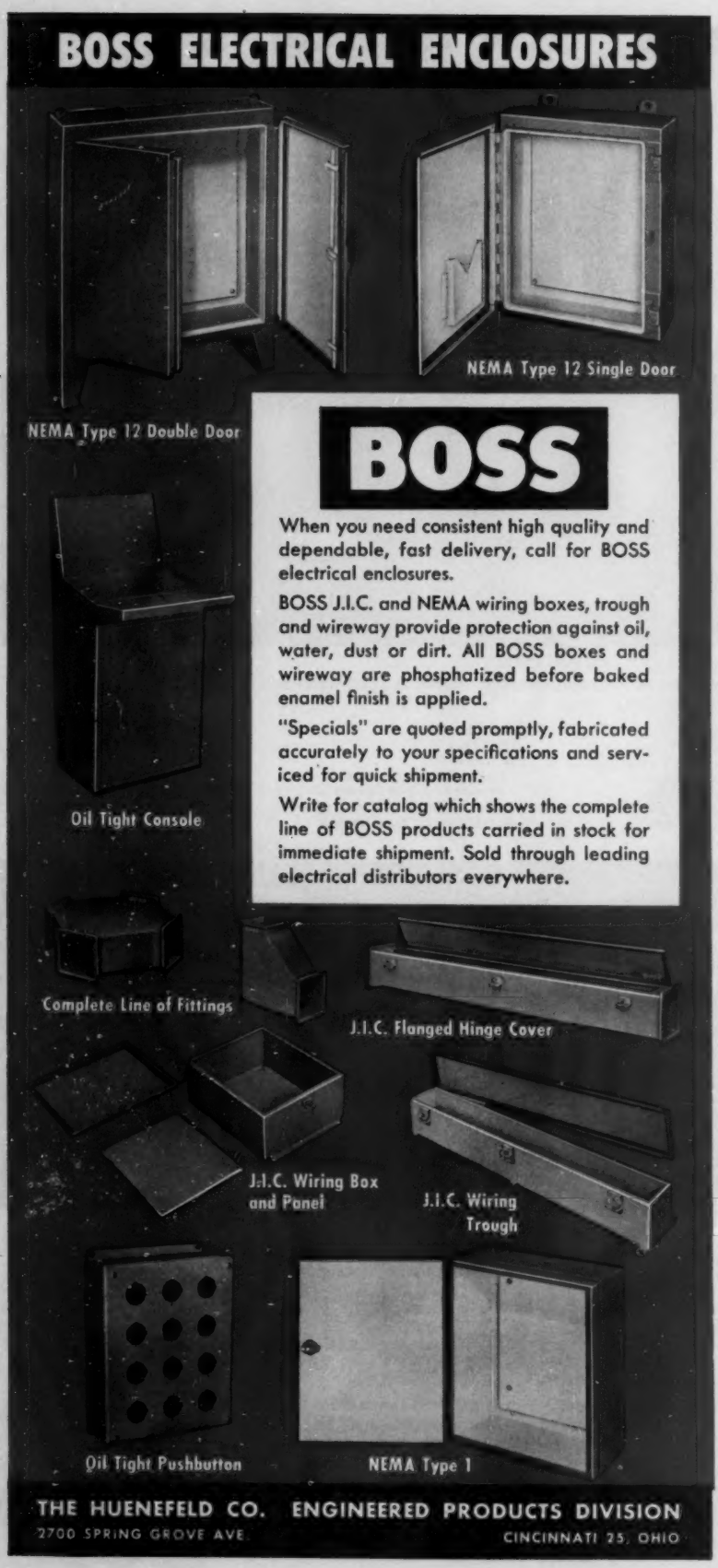
Fluorescent lamps, due to their high efficiency, are being constantly developed to meet the demands of varied applications. With 7 "White" and several colored phosphors available, the fluorescent lamp offers efficiency, economy and versatility.

PREHEAT		RAPID START	HIGH OUTPUT	SLIMLINE	
F6T5	F20T12	FC8T9	F36T12/HO	F24T12	F64T12
F8T5	F25T12	FC12T10	F48T12/HO	F36T12	F72T8
F14T12	F30T8	FC16T10	F64T12/HO	F42T6	F72T12
F15T8	F40T12	F30T12/RS	F72T12/HO	F48T12	F96T8
F15T12	F90T17	Preheat-Rapid Start F40	F96T12/HO	F64T6	F96T12

The Champion Lighting Maintenance Manual explains the principles and advantages of good lighting practice in 48 pages. Write for a free copy and for other technical information on lamps or lighting.

CHAMPION Lamps

CHAMPION LAMP WORKS
LYNN, MASSACHUSETTS
Division of Consolidated Electric Lamp Co.



wire, 120/240 volts a-c. They are U.L.-listed as service entrance equipment when the six disconnect rule is not exceeded, and conform to non-interchangeable requirements of NEC.

Lighting and appliance sections are factory bussed, neutrals are on top near the main; connections are built for copper or aluminum wire, and shallow box construction is used.

Westinghouse circuit breaker

A complete new line of molded case circuit breakers for industrial use is available from Westinghouse Electric Corp., Standard Control Div., Beaver, Pa.

With a maximum rating of 200 amperes, the line is smaller and more economical.

Designated the type QCC, these breakers are available in current ratings of 125, 150, 175, and 200 amperes in any of four pole and voltage combinations: one-pole, 120/240 volts a-c; two-pole, 120/240 volts a-c; two-pole, 240 volts a-c; and three-pole, 240 volts a-c. Interrupting rating is 10,000 amperes. Common trip is available on 240-volt multiple pole units.

All units are seven inches high and 2-11/16 inches deep. The single pole is only 1-1/2 inches wide; the two-pole units are three inches wide; and the three-pole unit is 4-1/2 inches wide.

The type QCC breakers are designed for circuit protection on industrial low-voltage distribution systems and are especially suitable for service entrance application. They are recommended for use in individual enclosures, metering panels, load centers, and mains in lighting panelboards.

Sylvania industrial fixtures

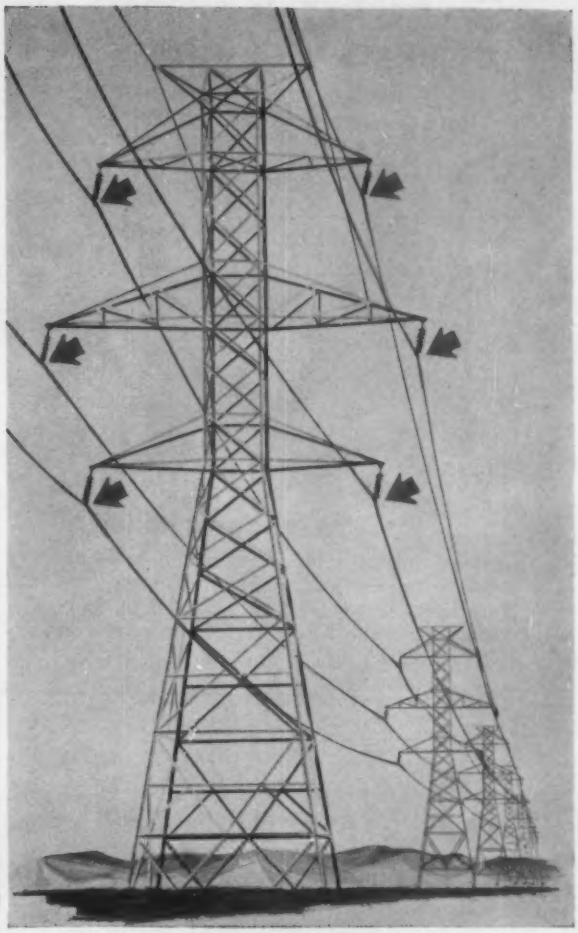
The Power-V series, a complete and versatile line of RLM industrial fluorescent lighting fixtures, has been announced by Sylvania Electric Products, Inc., 1 48th St., Wheeling, W. Va.

Ruggedness of fixture construction, together with trim appearance, are two basic features. In addition, the simplicity of its design provides for ease of installation and maintenance procedures.

All Power-V models producing

Lifetime protection for less than 1/4 cent per T-Line dollar invested ...with FANNER *Superformed** ARMOR RODS

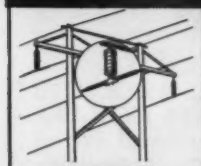
at these vulnerable points



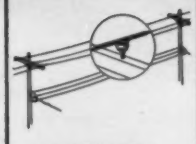
For only a fraction of a penny per transmission-line dollar invested . . . Fanner SUPERFORMED armor rods give lifetime protection to conductors at vulnerable supporting points.

Top-quality products of the world's FIRST MAKER of machine-formed armor rods . . . Superforms are uniformly strong, dimensionally accurate, smooth surfaced, easy to install. Available for all conductor types and sizes. Learn how little so much extra protection costs. Call today.

A FEW FANNER Superforms and FINEST PLASTIC PRODUCTS

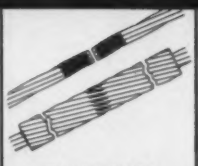


ARMOR RODS . . . Protect long spans at supports



LINEGUARDS . . . Protect short spans at supports

FANNGRIPS . . . For dead-ending strands or conductors



FANNSPLICES . . . For joining or patching strands

Plastic TREEGUARDS . . . Protect conductor surface covering

Plastic KOVER-GUARDS . . . Protect surface-mounted conductors

*A superior forming method in accordance with Patents No. 2,769,478 and 2,588,653—other patents applied for.

THE **FANNER** MANUFACTURING COMPANY
Brookside Park • Cleveland 9, Ohio

DIVISION OF TEXTRON, INC.

Fine Fanner Superformed Products

A-668

ELECTRICAL ENCLOSURES

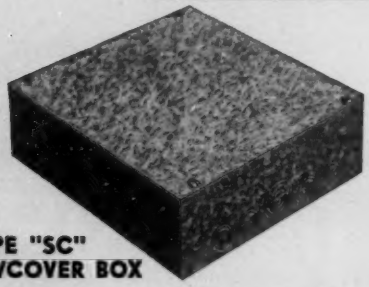
STEEL or ALUMINUM

Contractors, Industrials, Utilities, Municipalities, REA's

CABINETS AND BOXES

TYPE "PF" TELEPHONE CABINET

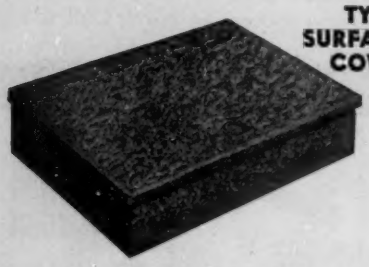
Surface or Flush Mountings in either galvanized or grey enamel finish. Constructed from the finest steels available, all in compliance with the Underwriters Laboratories specifications.



TYPE "SC" SCREWCOVER BOX

Durable Formed Construction, galvanized or grey enamel finish, with or without knockouts. Sizes to your specifications.

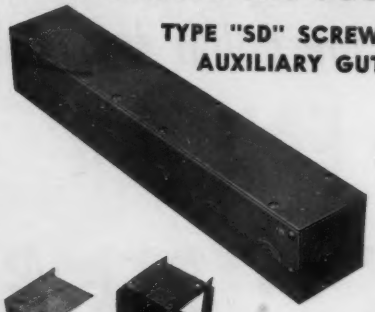
TYPE "A" SURFACE HINGE COVER BOX

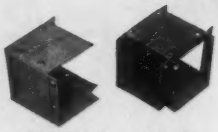


All sizes available for electrical cutouts, switches, relays, junction and pull box applications, galvanized or grey—with or without knockouts.

WIREWAYS and DUCT

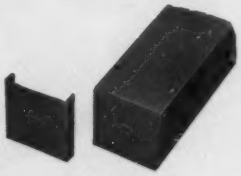
TYPE "SD" SCREW COVER AUXILIARY GUTTERS





ELBOW and TEE

"U" CONNECTOR



END CAPS

For Switches, Panel Boards or Straight Runs, you can't match the flexibility, greater capacity and easy installation of B&C wireways. Die formed construction of heavy gauge sheet steel, as specified by the Underwriters Laboratories and the National Electrical Code.

HINGED COVER WIREWAYS

TYPE "HCW"
2½ x 2½, 4 x 4, 6 x 6
1 to 5 foot lengths

ALL ASSOCIATED FITTINGS AVAILABLE
Steel Protection of Electric Conductors, plus Accessibility

Economical to install and maintain—tapping, splicing, additions, inspections, may all be made within the limitations of the National Electrical Code.

B and C

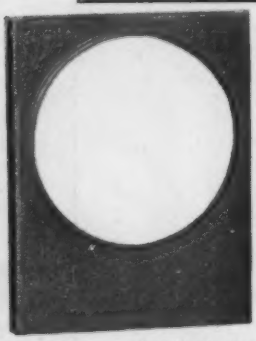
Patents Pending
CATALOG SL-AL-100FH-1 1/4"
Size 10 1/2" x 8" x 3 5/8"
4 Terminals—100 to 120 Ampere
Aluminum Extruded Connectors

Patents Pending
CATALOG WV-011-A-1-1/4"
Size 8" x 8" x 3 5/8"
4 Terminals—100 to 140 Ampere
Standard Copper Connectors

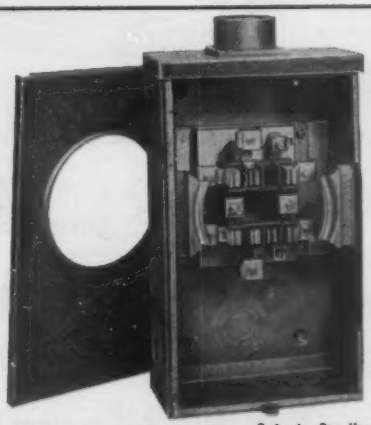
LOOKING for Something? Designed for the Application

B & C'S ORIGINAL RINGLESS METER SOCKETS
LIGHT DUTY, MEDIUM DUTY, HEAVY DUTY SOCKETS
SINGLEPHASE, POLYPHASE, COMBINATION DEVICES
HORIZONTAL GANG, VERTICAL GANG, SOCKET UNITS
INDOOR AND OUTDOOR TRANSFORMER CABINETS
COMBINATION TRANSFORMER - METER ENCLOSURES
UNIQUE TRANSFORMER MOUNTING BRACKETS
OUTDOOR AND INDOOR METERING ENCLOSURES
SERVICE MAST CLAMPS AND OTHER ACCESSORIES
INDOOR AND OUTDOOR METER CONNECTING CABINETS
METER SOCKET ACCESSORIES, PARTS, SPECIAL DEVICES

B & C's Revolutionary, Unique, Designs Flexible, and Unexcelled in Performance Keeping Pace With the Electrical Industry



Patents Pending
CATALOG WVL-AL-0100A-1 1/4"
Size 10 1/2" x 8" x 3 5/8"
4 Terminals—100 to 120 Ampere
Aluminum Extruded Connectors



Patents Pending
CATALOG WVHDP-AL-2007A-2"
Size 17" x 10" x 5 1/2"
7 Terminals—150 to 200 Ampere
Aluminum Extruded Connectors

Write for descriptive catalog containing installation data and current price list.

B and C

Your Seal of Dependability and Safety

METAL STAMPING COMPANY

590 MEANS ST., N. W. • ATLANTA, GEORGIA

ETTCO products are better...

...all around

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ETTCO WIRE & CABLE
CORPORATION

OFFICES: 46-50 METROPOLITAN AVENUE • BROOKLYN 37, NEW YORK
PLANT: 75 ONDERDONK AVENUE • BROOKLYN 37, NEW YORK

both ten and 25 per cent (nominal) "up-lighting" are designed for high efficiency and other excellent lighting characteristics.

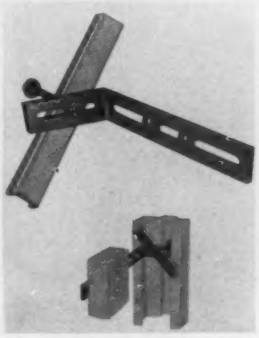
The fixtures are adaptable to 430-ma rapid-start and instant-start lamps, 800-ma high-output rapid-start lamps, plus all types of the powerful 1,500-ma extra high output rapid-start lamps.

Arrow door buck support

Arrow Conduit & Fittings Corp., 108-20 180th St., Jamaica, N. Y., announces an important improvement in the design of their door buck support.

The new design permits more flexibility in adjusting an outlet box to the required position.

The new support now has an adjustment slot in the short end of the L-shaped unit that connects to the



bolt. This permits positioning of the outlet box any depth in from the plaster surface.

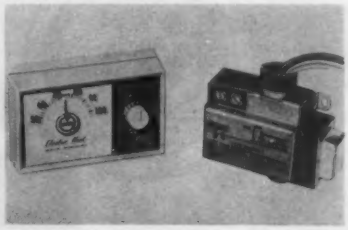
Once the channel and bolt unit is set into the door buck position at the correct height, it never requires readjustment. All other readjustments, from this point on, can be made with both slots on the L-shaped unit.

Tightening the device into a door buck is made a great deal easier since the tip of the threaded bolt has a slot for simple screwdriver adjustments.

White-Rodgers heat control

A remarkably compact low-voltage control system for electric heat, called Level-Temp, has been announced by White-Rodgers Co., 9797 Reavis Rd., St. Louis 23, Mo.

The system has two components—a highly sensitive Level-Temp ther-



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PUT

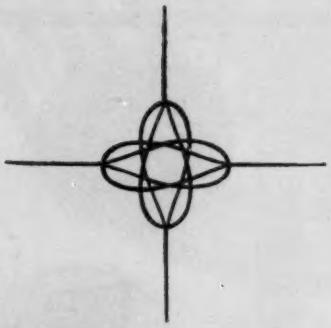
THE SPARKLE

BACK IN

STORES—OFFICES—SCHOOLS

WITH NEW

WAFFLETEX®



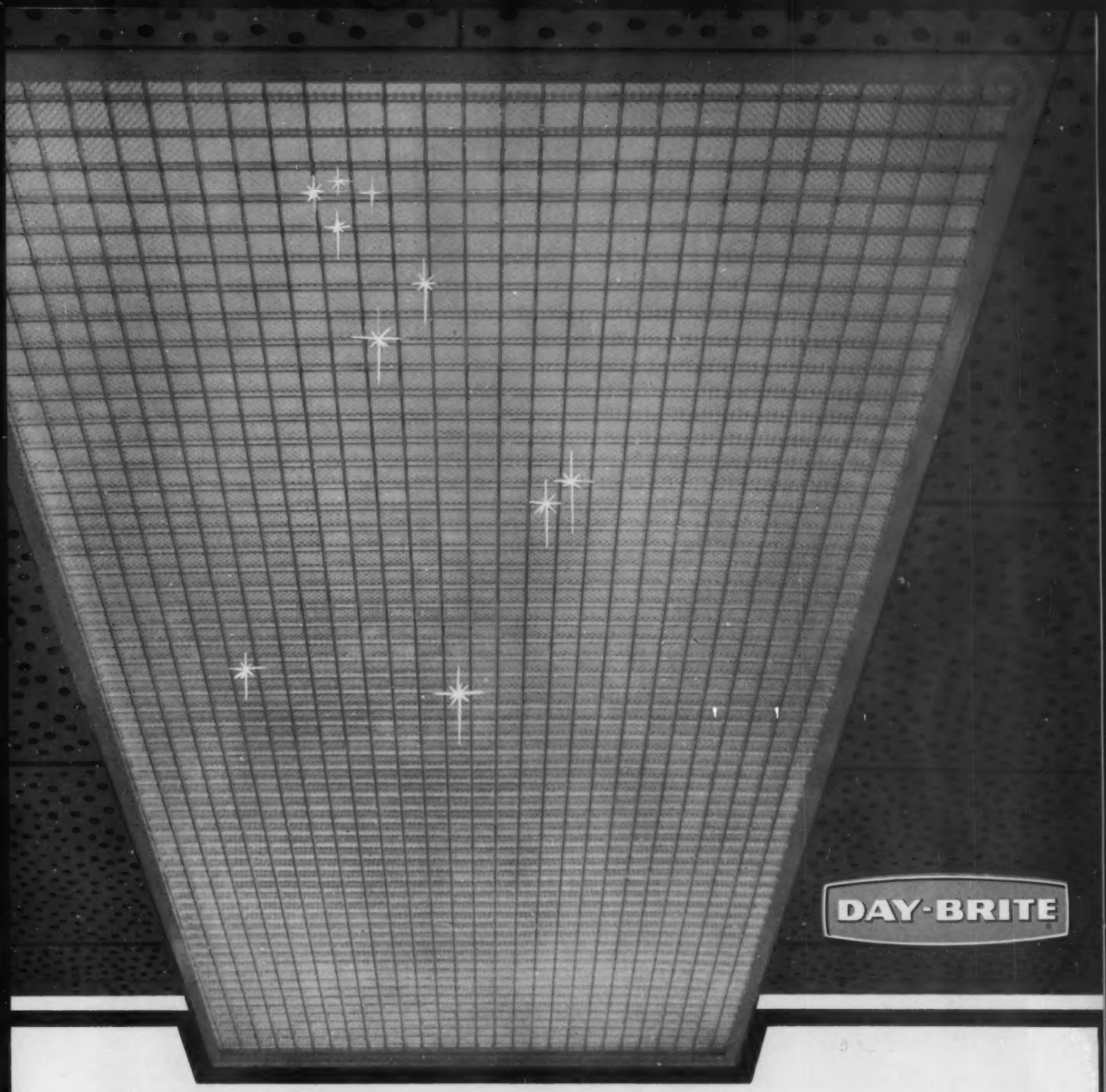
PRISMATIC LIGHTING ENCLOSURES

BY DAY-BRITE

Several years in development . . . now exclusive with Day-Brite! WAFFLETEX outmodes ordinary plastic egg-crate louvers by surpassing them in appearance, lighting efficiency and ease of maintenance. Use new Day-Brite WAFFLETEX whenever you want to breathe new beauty, new sparkle into offices, schools, or stores—while providing the finest in comfort illumination. Available in recessed or surface-mounted units. For complete information, contact your Day-Brite representative listed in the Yellow Pages.

Day-Brite Lighting, Incorporated, 6260 North Broadway, St. Louis, Missouri, and Santa Clara, California. In Canada: Amalgamated Electric Corporation, Ltd., Toronto 6, Ontario.

NATION'S LARGEST MANUFACTURER
OF COMMERCIAL AND INDUSTRIAL
LIGHTING EQUIPMENT



ALL THE FEATURES OF EGG-CRATE LOUVERS...

PLUS

✦ NO FLAT, WASHED-OUT LOOK—there's just a hint of sparkle in WAFFLETEX . . . just enough to bring refreshing new life to monotonously pale ceilings. The aluminum tinting on the bottom edges of WAFFLETEX thin louvers avoids that egg-shell look and gives WAFFLETEX a distinctive modern coloring more in keeping with today's interior decorating trends.

✦ WAFFLETEX KEEPS FIXTURES CLEAN, too, because the lamps are completely enclosed! No dust accumulates on the lamps. Light can get out but no bugs can get in.

✦ NEAT, CLEAN APPEARANCE—small, all-over pattern suggests texture *subtly* without attracting attention.

✦ MINIMIZES DIRECT GLARE with small dimension louvering. Lamps are well shielded for minimum brightness.

✦ PRISMATIC CONTROL OF REFLECTED GLARE—thousands of tiny prisms diffuse lamp images and assure comfortable, evenly distributed light.

✦ FLEXIBILITY OF DESIGN—pattern is *non-directional* so you can place WAFFLETEX-enclosed fixtures perpendicular to one another without destroying simplicity of appearance.

service entrance cable fittings
for 100 to 200 ampere housepower

for real economy in
service entrance installations

Utilize service entrance cable and M & W Fittings. You save with M & W's complete line of entrance heads, watertight connectors, non-watertight connectors and sill plates for cable sizes including 4/0. Also, you can save too with a complete selection of M & W Mast Kits and Fittings, sizes 1¼" through 2½", for 100 to 200 ampere services. UL and CSA listed.

Send for complete M & W Catalog today!

Electrical Fittings
The M. & W. ELECTRIC MFG. CO., Inc.
EAST PALESTINE, OHIO

mostat provides narrow differential control through a Level-Temp silent operator which handles the line voltage heating load simply, dependably, and silently.

Designed for use wherever low-voltage control of electric heat is desired, the system is ideal for controlling such installations as in-duct heaters, blast-coil heaters, etc. These controls eliminate all previous objections to low-voltage control systems such as noisy relays, oversize controls, excessive costs, and ambient temperature limitations.

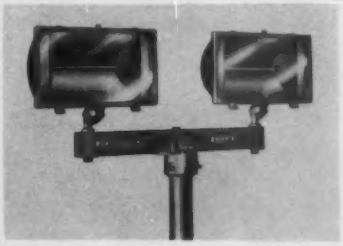
The Level-Temp silent operator is exceptionally compact and has both a male conduit hub and mounting tabs. The 5,000-watt, 240-volt units are U.L. listed, and are color coded.

Par Light narrow spot

A quarter million candlepower can be reached with the new 1,500-watt quartz light narrow spot fixture from Par Light Manufacturing Co., Milan, Ill.

The 250,000 candlepower peak is considered to be an increase of 33,000 over existing models.

Other features for the units, which come in 240- or 277-volt sizes for the quartz iodine lamps, are rugged

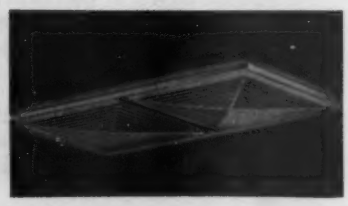


aluminum housing; Alzak aluminum reflectors available in specular, semi-specular, or satin finishes; 3/16-inch tempered glass lens; spring clips for easy removal of tempered lens and retaining rim; and swivel knuckles with fuses enclosed for horizontal or vertical adjustment.

The fixtures have silicone U-channel gaskets, with a set screw adjustment for easy outside focusing.

Day-Brite surface fixture

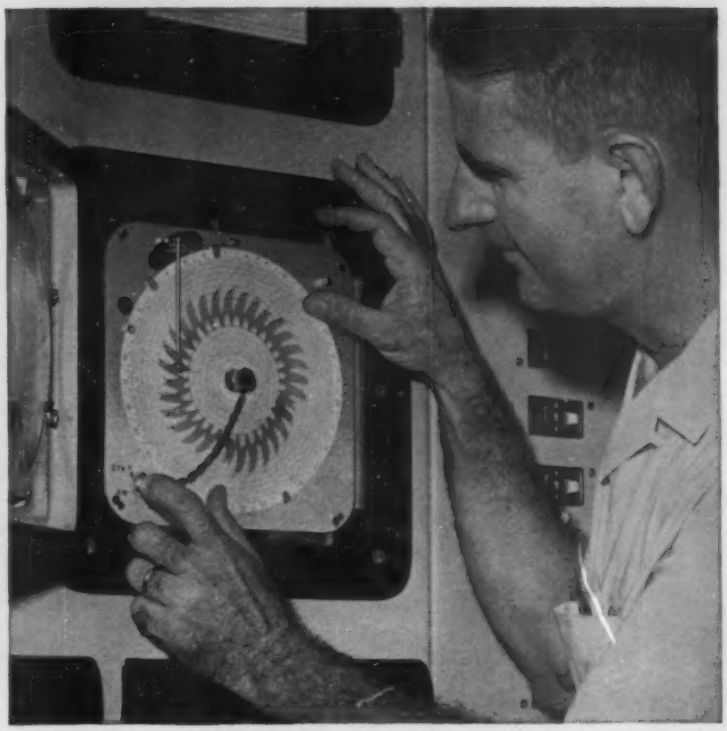
A high-quality, surface type pyramid-shaped lighting fixture that seems to "float" on the ceiling is being introduced by Day-Brite Lighting, Inc., 6260 N. Broadway, St. Louis 15, Mo.



Planned System Measurement in Action at LP&L

. . . The system measurement program developed by Louisiana Power and Light Company is an excellent example of how *planned system measurement* can improve system reliability with a minimum investment in equipment and engineering time. The company's standards call for Sangamo CCW/CCVAR Lincoln Graphic Meters at each substation to give readings of KW and KVAR loading. The use of these meters provides distribution engineers with information for placement and switching of power capacitors and, in addition, substation engineers obtain continuous records of KW and KVAR loading on power transformers. Both power factor and kva at any time can be easily calculated from the one chart without reference to other station meter readings.

The new CCW/CCVAR meter averages the KW load for 30 minutes, then averages the KVAR load for 30 minutes, to automatically produce a reading of each load once every hour (note chart). A switch arrangement permits the meters to measure only KW or KVAR when desired. CCW/CCVAR meters are available with chart speeds of 8, 16, or 32 days.



How Louisiana Power & Light Company improves substation performance and virtually eliminates voltage complaints

THE SANGAMO TYPE V4S THERMAL INDICATING VOLTMETER provides the most economical means of obtaining minimum and maximum voltage values. Indicating pointers readily show if voltage levels are being maintained within acceptable limits . . . the readings provide the engineer with measured facts he needs to correct phase balance, regulation, and other system operating conditions.

Complaints about voltage on the LP&L system have been virtually eliminated through a major program which included substation regulation and the installation of hundreds of voltage regulators two or three miles beyond substations to maintain adequate voltage levels in service areas located past the load center.

The utility has adapted pole-top regulators to make it possible for meter readers to inspect and report monthly on the regulators' operation. Sangamo Type V4S Lincoln Voltmeters were installed with each regulator to continuously monitor the voltage operating range. The indicated voltage values are read and recorded on meter readers' regular rounds and the minimum and maximum pointers are re-set in preparation for the next monitoring period. The data gathered is then sent to the engineering department for study.

SANGAMO ELECTRIC COMPANY *SPRINGFIELD, ILLINOIS*

P561-1

MEARS low-voltage circuit breakers . . .

Designed for modern College Buildings

Portland State College's new 1½ million dollar "College Center" addition is completely up-to-date with a Mears 3000 A Fused Circuit Breaker. **Architect:** Lawrence, Tucker & Wallmann, Portland, Oregon. **Electrical Engineer:** Grant Kelley & Associates, Portland, Oregon. **Electrical Contractor:** Lord Electric Company, Inc., Portland, Oregon. **Mears Representative:** H. G. Lehl, Oswego, Oregon.

MEARS new 3000 ampere fused breaker selected for its ECONOMY and COMPACTNESS in the new Portland State "College Center."

Low cost and space-saving size were factors that resulted in choosing Mears for this modern student union center. Mears proven dependability with a high interrupting capacity guarantees smooth operation of the "Center's" bowling alley, barber shop, cafeteria, ballroom, etc. For today's modern college buildings —or any other type installations—Mears is the breaker to name.

MEARS-ENGINEERED breakers are offered in **FIXED SWITCHBOARD, PLUG-IN** and **DRAWOUT** mountings.

MEARS-ENGINEERED breakers are compact, economical and designed for reliability under the most severe operating conditions.

MEARS-ENGINEERED breakers are manually or electrically operated, in 600 through 4000 ampere frame sizes.

Call the **"MAN FROM MEARS"** in your area . . . or write to department ES-12 for your **Free Copy of the Mears Catalog** describing low voltage air and fused circuit breakers.

MEARS CONTROLS *Inc.*
13725 S. W. Millikan Way • Beaverton, Oregon

The new fixture, "Tiara," is ideal for buildings where a clean, modern look in a surface-mounted fixture is specified. The fixture has precision, pyramid-shaped lenses which bend light downward, adding to the "floating" effect.

Depth of the fixture is 1-5/16 inches at its outside edge, and 3-3/16 inches at the deepest point.

Aiding the floating illusion is a small upward component of light directed through slots in the fixture. This reduces brightness contrast between the thin side panel and the ceiling.

The fixture measures 25 by 50 inches and uses four-foot fluorescent lamps. The Tiara can be installed as a simple two- by four-foot single fixture, as a four- by four-foot double fixture, or can be used to create large luminous elements.

NuTone ceiling radiant heater

An infrared surface-mounted heater which extends only 5½ inches from the ceiling has been introduced by NuTone, Inc., Madison and Redbank Rds., Cincinnati 27, Ohio.

The radiant unit heats two ways, with direct heat from the element

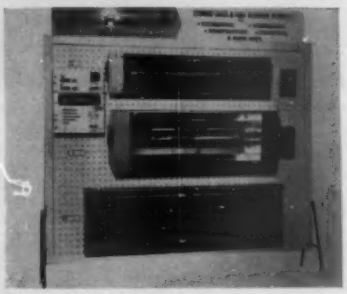
(1,000 watts, 3,412 Btu) and with reflected heat from the anodized aluminum reflectors.

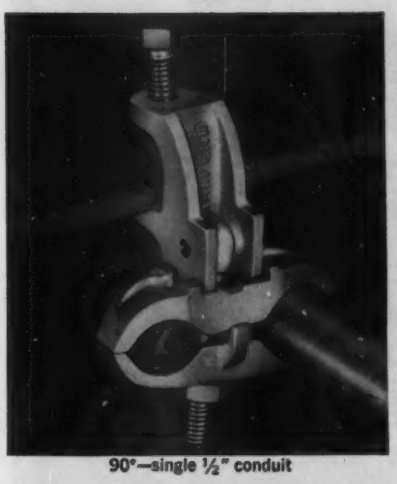
The heater mounts the same as a standard lighting fixture, connecting to standard (60 C) house wiring.

Sun-Heat heating display

Sun-Heat, Inc., 998 E. Woodbridge Ave., Detroit 7, Mich., has a new merchandise display board.

The board displays three different types of Sun-Heat electric heaters, two thermostats, and also dispenses





90°—single ½" conduit

90°—combination ½" & ¾" conduit

45°—combination ¾" EMT & conduit

Edge—showing ¼–20 tapped hole

Edge—showing use with ¼–20 rod

Edge—45°—single ½" conduit

Parallel—2—½" EMT

Cat. No. JB-50

Make all these installations with just a single new EFCOR ALLWAY* Beam Clamp

Soon available for 1" & 1¼", 1½" & 2"

Most versatile beam clamp ever designed! Each clamp holds either one or two conduits—each conduit grip takes two sizes! Clamping section can be swiveled to any plane, all angles—becomes a 90°, edge or parallel clamp... whatever the installation calls for. No need to stock a variety of types . . . you never run short of the clamp you need. One EFCOR ALLWAY Beam Clamp does it all. And gives you the greatest combination of economy and on-the-job convenience! Write for literature:

Efcor

ELECTRICAL FITTINGS CORPORATION, EAST FARMINGDALE, NEW YORK.

*pat. pend.

EASIER TO DO... and costs less too!

B-M

INDENTER FITTINGS and TOOLS

Here is the combination that is unbeatable when it comes to easier E.M.T. installation at less cost. New lightweight plier size indenters make setting up thin wall conduit a breeze. B-M fittings are neater too! No unsightly nuts or projecting set screws.

A few more of the plus features of B-M fittings are Concrete tight—Vibration resistant—Extra heavy bright zinc plate, salt spray and acid drip tested for corrosion resistance—Extra heavy positive bonding lock-nuts—Smooth rounded edges or bushed throat type connectors that prevent insulation damage—All steel construction with extra heavy gauge wall thickness.

Red Throat
BM-21B
½" Connector

Red Throat
BM-22B
¾" Connector

Red Throat
BM-23B
1" Connector

BM-41
½" Coupling

BM-42
¾" Coupling

BM-43
1" Coupling

BM-51
½" Offset Connector
BM-52
¾" Offset Connector

BM-21
½" Connector

BM-22
¾" Connector

BM-23
1" Connector

BM-No. 600
Changeable Jaw Indenter

BM-No. 1000
Handvise for ½", ¾" and 1" E.M.T.

BM-No. 100
Cutter for ½", ¾" and 1" E.M.T.

BM-No. 607
½" Indenter
BM-No. 608
¾" Indenter

All B-M indenter type fittings far exceed the requirements of U. L. file card E 10863 and Federal Specifications W-F-406.

BRIEGEL METHOD TOOL CO.
GALVA • ILLINOIS

literature. One of the heaters may be plugged in to any convenient 110/-120-volt circuit for "live" demonstration of the unit.

The board can be used as a floor display or can be mounted on a wall.

Helpful literature

Descriptive literature on Bronco 66 certified type SH-D shielded 5,000-volt flexible, **portable power cable** is offered by **Western Insulated Wire Co.,** 2425 E. 30th St., Los Angeles 58, Calif. The data describes new safety developments and gives specifications on this and other high-voltage cables.

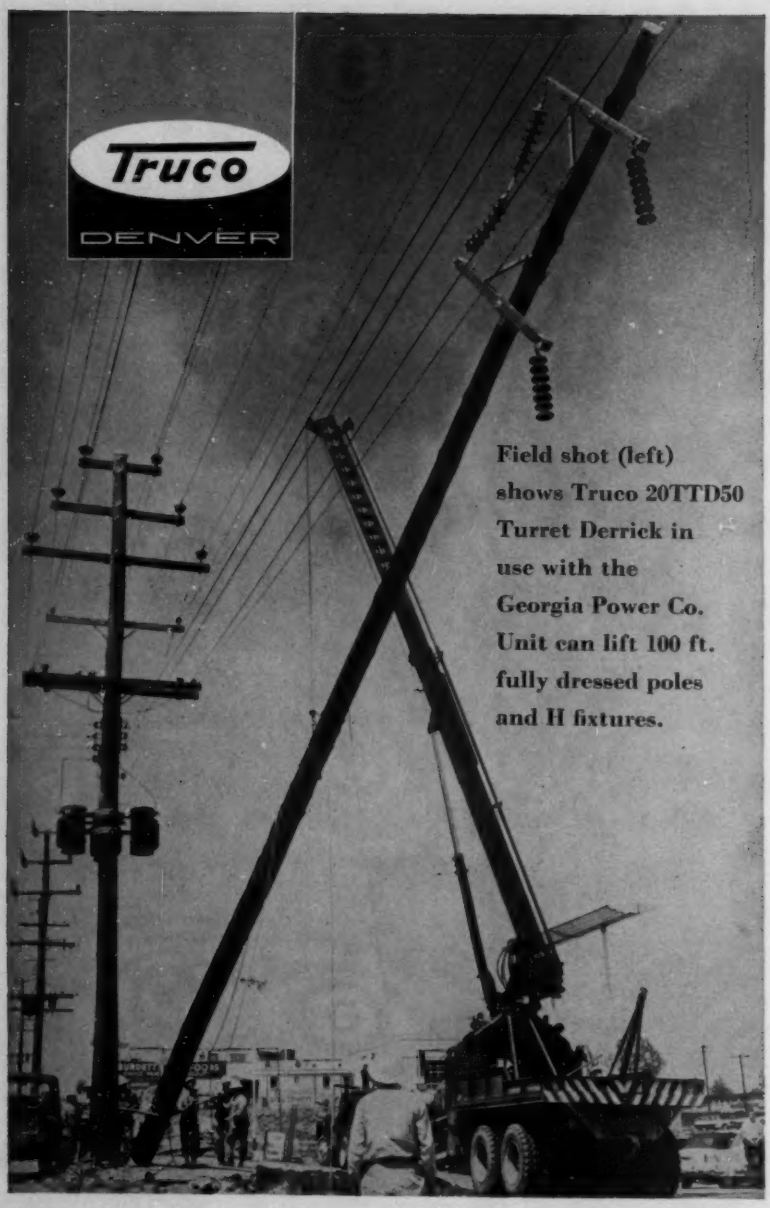
A 592-page catalog of **electronic parts and products** for industries is available from **Allied Radio Corp.,** 100 N. Western Ave., Chicago 80, Ill. Special sections covered in the new catalog include a 13-page directory of semiconductors, as well as sections on electronic instruments (factory- or customer-assembled) and communications systems.

The complete **area lighting line** with eight new products from **General Electric Co.,** 1 River Rd., Schenectady 5, N. Y., is covered in 30-page bulletin No. GEA-7223 which includes an equipment quick selector, sample lighting layouts, and descriptions of typical area lighting applications, with photographs, layouts, and equipment recommendations. The bulletin also includes product data, with structural features and electrical characteristics of incandescent (including quartz-iodine), mercury, and fluorescent fixtures.

An all-new special manual containing specifications and installation data on **football floodlighting** is being offered by the Benjamin Division of **Thomas Industries, Inc.,** 207 E. Broadway, Louisville, Ky. The 32-page catalog gives complete installation data. Football fields are classified as to the distance from the nearest sideline to the floodlighting poles and distance to the spectators' seats. A complete material list is given for each classification.

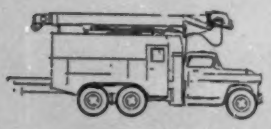
A new, revised cross reference guide by **Universal Manufacturing Corp.,** 29-51 E. Sixth St., Paterson 4, N. J., indicates the Universal ballast catalog number equivalents for **fluorescent lamp ballasts** of other manufacturers. The guide also contains a ballast rating table and information on mounting dimensions.

Additional requests for bulletin 5-A, published by **Appleton Electric Co.,** 1701 Wellington Ave., Chicago 13, Ill., on their "V-51" series convertible, **vaportight lighting fixtures,**



Before You Buy...Investigate the Versatility *and Capacities* of the *Truco* 20TTD50 Turret Derrick!

- Full 360° Rotation
- 20,000 Pound Capacity
- 4,000 Pound Minimum Load
- Completely Hydraulic Operation
- 50 Foot Sheave Height
- Exclusive "Retractomatic" Hinge



If you can get your truck into the area—you can do the job with Truco

Write, wire or call for full details on full range of optional equipment.

TRUCK EQUIPMENT COMPANY

"The COMPLETE Line of Utility Equipment"

3963 Walnut Street / AC 2-7905 / Denver 5, Colorado

have prompted the company to reissue this 20-page bulletin. Complete description and dimensional data on all parts and accessories plus cutaway views of the exclusive construction are included.

A new catalog just issued by **Stonco Electric Products Co.,** 333 Monroe Ave., Kenilworth, N. J., includes illustrations, specifications, and dimensions on their entire line of cast bronze low-voltage **swimming pool lights** for use in new or existing pools and fountains of all types.

A four-page catalog, GEA-7321, from **General Electric Co.,** 1 River Rd., Schenectady 5, N. Y., describes G-E CR107 and CR108 **combination safety magnetic motor starters** which offer protection against unauthorized entry and personal injuries. The catalog also illustrates safety devices and shows how to perform inspection or maintenance with or without power interruption.

Full-color photographs of some modern installations of Plexiglas acrylic **plastic lighting diffusers and lenses** are shown in catalog PL-443, from **Rohm and Haas Co.,** Washington Square, Philadelphia 5, Pa. Descriptive information is included.

Released by **American Rectifier Corp.,** 95 Lafayette St., New York 12, N. Y., is a 44-page catalog covering their complete line of both standard and custom engineered **power supplies,** ranging in size from 50 watts to 5,000 kw. Over 3,000 models are listed and described in this well-illustrated two-color catalog. The catalog was designed to allow the non-technical man to find what he needs in a matter of seconds and to give the engineering man technical data as well.

Eight-page bulletin GEA-6790A, from **General Electric Co.,** 1 River Rd., Schenectady 5, N. Y., describes new perfluoropropane-filled (C3F8) **transformers** which feature higher impulse levels and are up to 31 per cent lighter than comparable nitrogen-filled units. The bulletin includes detailed product features, tables of dielectric tests, standard ratings, impedances, and voltages. Cutouts, switches, and terminal compartments are pictured and described.

A new catalog just issued by **Stonco Electric Products Co.,** 333 Monroe Ave., Kenilworth, N. J., illustrates their new line of completely weatherproof **prismatic fixtures,** both wall brackets and ceiling type, for all residential, commercial, and industrial exteriors requiring clean architectural styling in a "light-engineered" luminaire. Also included are new decorative opal designs for outdoor or indoor locations where both modern styling and severe service performance are required.

COMPARE QUALITY, ECONOMY, EASE OF INSTALLATION

IN ALL BLACKHAWK PRODUCTS WITH ANY ON THE MARKET

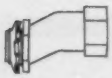
A COMPLETE LINE OF QUALITY FITTINGS — ACCESSORIES — SPECIALITIES FOR ELECTRICIANS

E.M.T. FITTINGS

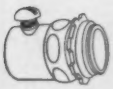
Compression Type Raintight E.M.T. Connectors — Available in sizes: ½", ¾", 1", 1¼", 1½", 2"

Compression Type Raintight E.M.T. Couplings — Available in sizes: ½", ¾", 1", 1¼", 1½", 2"

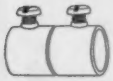
Snap-Strap for E.M.T.—Available in sizes: ½", ¾", 1", 1¼", 1½", 2"



Blackhawk Offset E.M.T. Connectors — Available in sizes: ½", ¾", 1"



Set Screw Type E.M.T. Connectors — Available in sizes: ½", ¾", 1"



Set Screw Type E.M.T. Couplings — Available in sizes: ½", ¾", 1"

Blackhawk's Set Screw Type EMT Fittings are precision made of steel. Large captive screws. Bright zinc finish. Truly the speed type fitting that contractors demand.

CABLE CONNECTORS

"Universal" two screw and locknut connectors. Available in sizes: ⅜", ½", ¾", 1", 1¼", 1½", 2"

Watertite Connectors for Service Entrance Cable. Available in 1" and ¾" sizes.

Non-Watertight Connectors. Available in sizes: ¾", 1", 1¼"

Service Entrance Elbow. Available in sizes: ½", ¾", 1", 1¼", 1½", 2"

Slip Fitter Service Entrance Cap. Available in sizes: ½", ¾", 1", 1¼", 1½", 2", 2½", 3", 3½", 4"

HOLDING DEVICES

Conduit Hanger. Designed to hold thinwall and rigid conduit. ¼" hole in the base permits use with toggle bolt, wood screw or anchor. Complete line of sizes.

Beam Clamp. Complete with case hardened set screw. Fits up to ½" thick beam flange. ¼-20 tapped holes.

540 One Piece Box Support. Provides rigid, unified support. Easy to install. The first and finest.

560 Bar Hanger. Fastest, easiest, neatest most economical way to hang all ceiling light fixtures. Available with or without fixture stud. Used between joists from 12" to 18" — 18" to 26". Made of heavy gauge steel. Adjustable to required spacing. No notching necessary.

SERVICE ENTRANCE MAST ASSEMBLY & ACCESSORIES

Offset Reducer.

Service Entrance Mast. Available for 1¼", 1½", 2", 2½", and 3" pipe.

Slip Fitter Head.

Neoprene Synoflashing Unit.

Mounting Bracket. Fits all size pipe from 1¼" to 3".

Insulators

Immediate delivery from adequate stocks to electrical wholesalers only. Write today for Blackhawk's complete catalog of electrical fittings and specialties.

Blackhawk Industries

Blackhawk Industries, Dubuque, Iowa

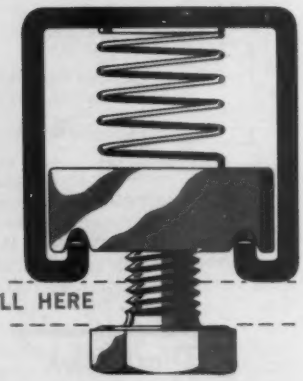
Where the new ideas come from

WITH POWER-STRUT CHANNEL AND FITTINGS YOU CAN

HANG IT ALL

BETTER, FASTER AND AT LOW COST

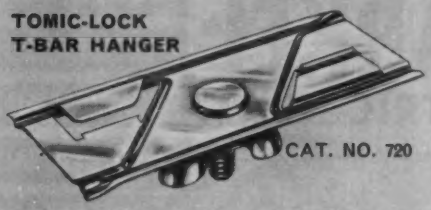
The simplicity and flexibility of Power-Strut's wide range of continuous slot channel, proven Power-Grip nut and complete line of fittings will save you time and money. The free 24 page catalog shows you how. Write for it today.



POWER-STRUT DIVISION VAN HUFFEL TUBE CORPORATION • WARREN, OHIO

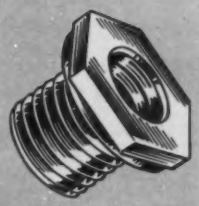
NEW!

TOMIC-LOCK T-BAR HANGER



CAT. NO. 720

ADAPTA-STUDS



CAT. NO.	SIZE
711A	½" I.D.
711B	⅜" I.D.

SNAP-ON FIXTURE CLIP

for ¾" or 1½" channel.

CAT. NO. 707

FLEX-STEEL CONDUIT CONNECTORS

CAT. NO.	SIZE
305	⅜"
306	½"

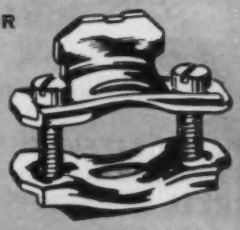
90° ANGLE CONNECTOR

STRAIGHT CONNECTOR

CAT. NO.	SIZE
300	⅜"
301	½"
302	¾"

CABLE CONNECTOR

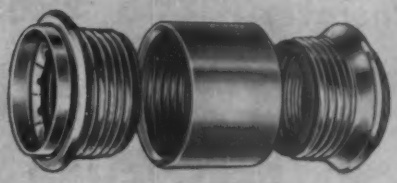
CAT. NO.	SIZE
100	½" K.O.
200	¾" K.O.



BOX HOLDER
(for concrete work)

CAT. NO.	SIZE OF BOLT
90	⅝ x 4"
90A	⅝ x 5"

NEW! EMT—INSULATED—BUSHED



RAINTIGHT CONNECTORS

CAT. NO.	SIZE
20	½"
21	¾"

RAINTIGHT COUPLINGS

CAT. NO.	SIZE
320	½"
321	¾"

Also available: famous Tomic Tap-On EMT Couplings and Connectors. (Concrete tight)

More **TOMIC** *Quality Products for Contractors, Engineers and Electricians Who*

WANT THE BEST!

- Every fitting designed for faster, easier, safer installation.
- All Tomic fittings are continuously job-tested to assure superior performance under the most severe and exacting conditions.
- ALL Tomic fittings are precision manufactured of highest quality steel.
- Every Tomic fitting must pass rigid inspection tests to maintain the quality standards for which Tomic is famous.
- Tomic fittings are the better way to do it!

WRITE FOR NEW TOMIC BULLETIN C-11

tomic

SALES & ENGINEERING COMPANY

20,000 SHERWOOD AVENUE • DETROIT 34, MICHIGAN

Originators and Manufacturers of Cable, Tap-On, Twist-In, Snap-On Fittings

Wherever

QUALITY WORKMANSHIP AND EFFICIENCY IS A MUST-

Insist on . . .

AMERICAN *Bonded* ARMORED CABLE

2 Quality Products

1 Dependable Name

AMERICAN *Flexible* STEEL CONDUIT

AMERICAN METAL MOULDING CO.

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C. C. MYRICK
516 Elm St., N. W.
Atlanta, Georgia

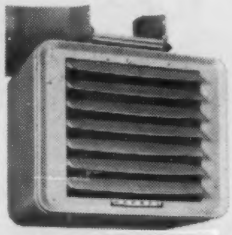
Dallas Warehouse
J. D. MARTIN CO.
1111 Dragon St.
Dallas 7, Texas

MARKEL ELECTRIC HEAT

Fan-Forced! Radiant! Natural Convection!

RESIDENTIAL
INDUSTRIAL
COMMERCIAL
INSTITUTIONAL

NEW!



A Complete Line of
INDUSTRIAL & COMMERCIAL UNIT HEATERS

28 STANDARD MODELS!
- 2,000 to 10,000 Watts
- 208, 240 & 480 Volts

Single and three phase types
Suspended and portable models

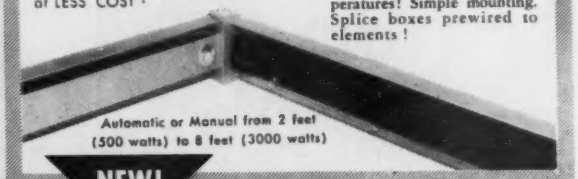
Featuring Totally Enclosed Stainless Steel Finned Elements

NEW!

ELECTRIC *Thrift Trim* BASEBOARD Heetaires

MORE HEAT at LESS COST!

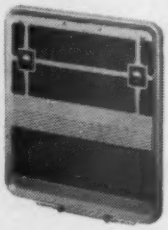
Cost less to buy . . . less to install! Low surface Temperatures! Simple mounting. Splice boxes prewired to elements!



Automatic or Manual from 2 feet (500 watts) to 8 feet (3000 watts)

NEW!

Heavy Duty Automatic
Recessed & Surface Mount
FAN-FORCED WALL HEATERS
2000 to 4800 Watts
208 or 240 Volts
New Beauty for Recreation Rooms, Motels, Entrances, Offices!



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Markel Electric Products, Ltd., Fort Erie, Ont.

New utility equipment

Line Material tap changer

A 40-ampere tap changer for large self-regulating distribution transformers has been introduced by Line Material Industries, McGraw-Edison Co., 700 W. Michigan St., Milwaukee 1, Wis.

Now, with this new unit, SRT's are available through 100 kva at 2.4 and 4.16 kv, through 167 kva at 4.8 and 8 kv, through 250 kva at 7.2 and 7.62 kv, through 333 kva at 12 kv, and through 500 kva at 14.4 and 20 kv.

Rapid, snap-action tap changes are assured through careful design of speed controlling components. A

shaded-pole motor, which rotates only when a tap change is required, loads a drive spring that snaps the moving contact from one position to the next.

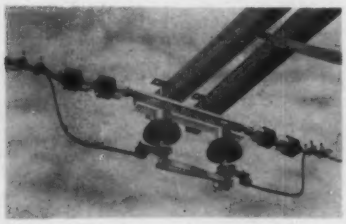
The entire tap changer assembly operates silently under oil and is completely self-protected even if a tap change is made during a short circuit.

SRT's are manufactured as standard production items in both conventional and protected types. They can be furnished with secondary ratings of 120/240, 240/480, and 277 volts. In addition, 2,400-volt, 7,200-volt, and other high-voltage secondaries are available for step-down applications.

Chance poletop disconnect

The A. B. Chance Co., 210 N. Allen St., Centralia, Mo., is introducing a poletop disconnect with an extruded bulb-channel aluminum base.

The switch is designated as type M2A. The aluminum base is one-

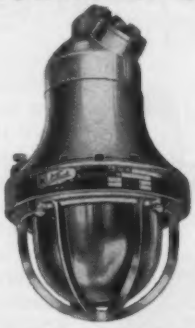


Killark introduces two new lights for hazardous locations

EXPLOSION-PROOF!

SERIES "E" for Class I areas:
Group A—Acetylene Group B—Hydrogen

Copper-free aluminum castings, various types of steel porcelain enamel reflectors accommodating 150 watt and 200 watt lamp sizes. Available in pendent, ceiling, bracket and concrete mounting types, with openings for ½", ¾" and 1" conduit.



MERCURY VAPOR . . . Cast in copper-free aluminum, with clear globes of either the fluted or prismatic type, or the smooth type. Choose from pendent, ceiling, bracket or flush concrete mounting styles, and a variety of steel porcelain enamel reflectors. Two basic sizes of each mounting arrangement accommodate Mercury Vapor 250 watt and 400 watt sizes.

Where safety counts, you can count on the performance of these skillfully designed and constructed explosion-proof fixtures by Killark. They're available through 27 representatives in the United States and Canada, and warehoused in 18 strategic locations.

5131

Killark

ELECTRIC MANUFACTURING CO.
Vandeventer and Easton Ave. St. Louis 13, Mo.
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Miami 42, Florida
PHONE NEwton 5-0391
*Warehouse

Atlanta:

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324 Peters Street, S. W.
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Whatever your requirements for Electrical Porcelain, the Complete Line is available at KNOX. Made from the finest raw materials in a modern plant, under the most careful manufacturing processes. Controlled and checked by qualified engineers, each item passes rigid examinations to assure you Quality that pleases the most exacting buyers.

KNOX has served the Electrical Industry for over 39 years with a reputation for Service and Economy. Your profits will mount when you decide upon ONE SOURCE OF SUPPLY and specify KNOX.

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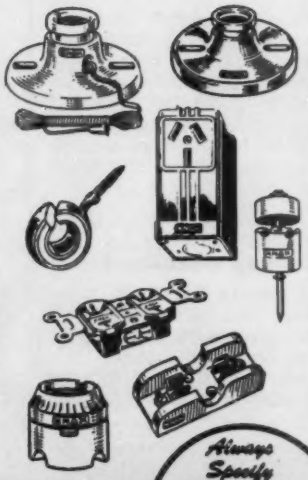

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third the weight of comparable steel bases and offers maximum resistance to corrosion. The bulb-channel shape gives the necessary rigidity and strength required during opening and closing of the switch blade.

Insulators on the M2A have the and pins are made of high-strength same characteristics as other distribution equipment. The insulator caps aluminum alloy resulting in further weight-reducing and corrosion-resistant advantages.

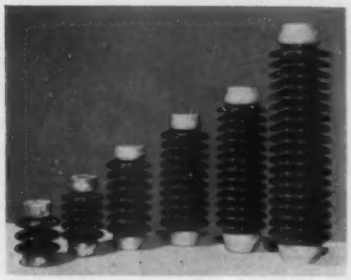
The switches are available with voltage ratings of 7.8, 15, and 27 kv, 200 and 400 amperes.

•

Lapp station post insulators

A series of Hi-F (high-efficiency) station post insulators in a lightweight, functional design for normal duty switch and bus support is available from Lapp Insulator Co., Inc., Le Roy, N. Y.

Hi-F station posts are available in six sizes—7.5, 15, 23, 34.5, 46, and 69 kv with cantilever ratings of 1,000 pounds (in both upright and underhung positions), a strength adequate



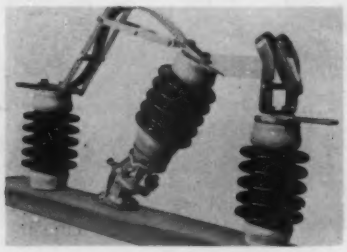
for almost all present substation use.

In other mechanical ratings and in all electrical characteristics Hi-F station posts match the EEI-NEMA values for station posts.

The posts have the same heights and bolt circles as standard station posts and are physically interchangeable. Inherently radio and television interference-free, they are crack-proof, puncture-proof, have a uniform leakage path, and are self-cleaning.

Federal Pacific air switches

The new AgC and AgF tilting insulator air switches introduced by Federal Pacific Electric Co., 50 Paris



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1. All polished aluminum, fits any color scheme
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3. Fusible link melts in case of fire
4. 100% fireproof, dust-proof, insect-proof
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WINDMAKER-ALUMATTIC SPECIFICATIONS

Blade Size	H. P.	Cu. Ft. Per Min.	Hole Size For Shutters
24"	1/4	5,500	27x28
30"	1/4	7,400	34x34
30"	1/3	8,000	34x34
36"	1/3	10,500	36x43 or 39x40
42"	1/3	12,800	36x52, 39x49, 42x46
42"	1/2	15,900	36x64, 39x61, 42x55
48"	1/3	14,000	36x58, 39x55, 42x52
48"	1/2	17,300	36x67, 39x64, 42x58
48"	3/4	19,500	39x73, 42x67, 45x64

THIS is the easiest, least expensive, longest lasting cooling installation you can make . . . Windmaker Attic Fan and Alumattic Shutter. Just lay the sponge rubber gasket around your framed opening, set the Windmaker on top of it, screw Alumattic to bottom of opening—and the cooler is in business.

There isn't much *can* go wrong with the Windmaker-Alumattic. And hundreds of builders all over the country report they have no callbacks for service once this installation is made.

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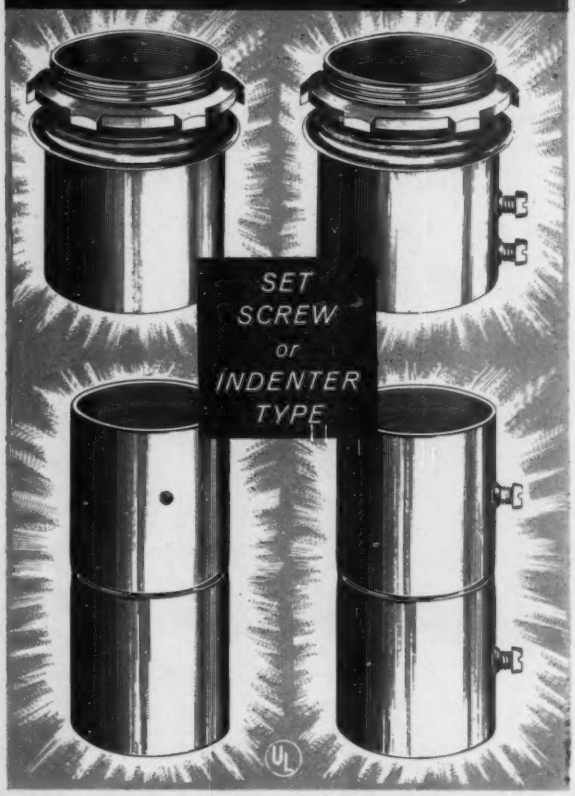

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74-16 GRAND AVENUE, MASPETH, (N.Y.C.) N.Y. • DEfender 5-8000

St., Newark, N. J., feature solid silver to solid silver high-pressure contracts and magnetically positive contact configuration.

Available in ratings of 7.2 kv to 66 kv at 400 and 600 amperes, 20,000 and 40,000 momentary, the new switches offer up to ten per cent weight savings for a three-pole assembly.

The AgC and AgF are designed primarily as distribution type switches, but because of their rugged construction and excellent performance, they are suitable for substation use. They can also be employed as disconnects for oil circuit breakers and transformers and as bypass and line-sectionalizing switches.

When equipped with quick-break arcing horns, the switches are capable of interrupting reasonable amounts of transformer magnetizing current and dropping line charging current. These switches are designed and tested in accordance with NEMA SG6 and exceed all applicable standards of ASA, AIEE, and NEMA.

Flynn transmission tower

Michael Flynn Manufacturing Co., Philadelphia, Pa., has designed a new and improved type of guyed V aluminum power transmission tower.

The new structure takes advantage of extruded tubular sections rather than extruded angles to construct the legs of power transmission towers. This tower also uses triangular, rather than square, cross sections for leg construction.

Because the tubular section is stronger and more efficient than the angle, a savings of 20 per cent in weight and 25 per cent in the number of pieces needed for the tower is made possible.

Behind this new transmission tower design is a new low-cost method of joining extruded aluminum tubing developed by the company.

Distribution transformer line

A line of distribution transformers for operation at 65 C rise is being introduced by Pennsylvania Transformer Div., McGraw-Edison Co., P. O. Box 330, Canonsburg, Pa.

Lighter and smaller than the company's present line, the new Pole Star 65 transformers will incorporate heat-stable TherMEcel insulation, de-

Lots of live wires depend on the protection of Keystone wireways and auxiliary fittings. Quality features such as a completely open 'lay-in' design for fast, careful installation of wires, folded covers for added rigidity and interior screw tip shields—all help to keep electrical wiring *alive and well . . . permanently.*

Keystone has standard or galvanized wireways and fittings stocked in all types, shapes and sizes . . . ready for immediate delivery.

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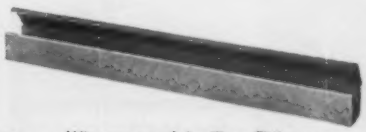
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Hand or machine assembly

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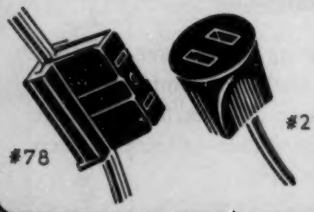
FEMALE CONNECTORS
for pole lamps and other uses



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CANDELABRA SOCKET

#57

With or without clip or with various other brackets

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veloped recently by the Thomas A. Edison Research Laboratory.

The new transformers, available in standard kva ratings, have demonstrated low losses, low exciting current, low impedance, high overload capacity, and high short-circuit strength.

Accelerated life tests show that TherMEcel insulation, specially treated kraft paper with high mechanical and electrical strength, possesses exceptional retention ability of all necessary characteristics when subjected to high temperatures for extended periods.

Lindsey stringing block

The distributing stringing block No. 343, from Lindsey Manufacturing Co., 222 Vista Ave., Pasadena,

Calif., is a lightweight unit designed for straight line stringing.

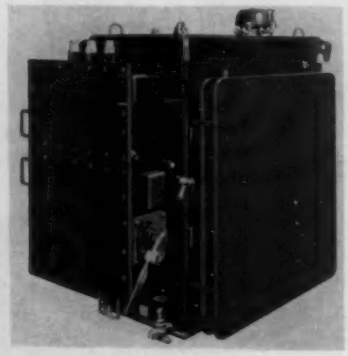
With all captive parts, the unit weighs only 7½ pounds.

The wheel and mounting bracket are of cast aluminum, while bearings are grease-sealed for life.

Kuhlman network transformer

A completely redesigned line of smaller, lighter network transformers has been announced by Kuhlman Electric Co., 2565 E. Maple Rd., Birmingham, Mich.

In units of 15 kv and below, high-



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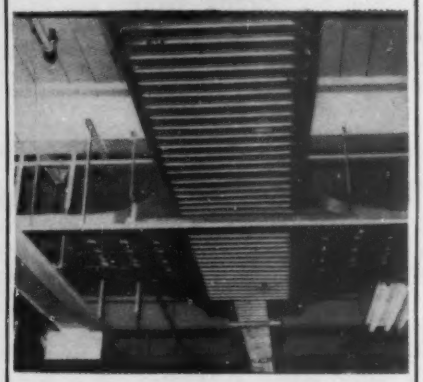

P-W's TYPE "E" (PUNCHED BOTTOM) TRAYS—FOR POWER AND CONTROL CABLES AND INSTRUMENT TUBING—ALTHO LESS EXPENSIVE, ARE STRONGER, VERSATILE AND SUPERIOR. CONTROL CABLE CAN BE DROPPED OUT ANYWHERE.

Engineers, Contractors and Installers look for QUALITY, LONG LIFE, AND LABOR SAVINGS in their supports. That's why more and more users are turning to P-W. Among our outstanding improvements are: CONNECTIONS that are quick and easy to install—PRE-CUT SYSTEMS saving installation time—EXTENSION CONNECTORS eliminating field cutting to complete runs — ADJUSTABLE HORIZONTAL and RISER CONNECTORS to go over, under or around pipes, trusses, columns, etc. — BUILT-IN ADJUSTABLE DROP-OUT SECTIONS eliminate cutting out bottom of tray — STRAIGHT SECTIONS available in lengths up to 16' (33⅓% less connectors and less installation time over 12' lengths).

P-W SUPPORTS are available in hot dip galvanized steel or aluminum, in LADDER, EXPANDED METAL and SOLID TRAYS in addition to Type "E". All systems are interchangeable. Write for Catalog 858-A.

For the utmost in service, contact the appropriate Representative in your territory or P-W direct, regarding inquiries and placing orders.

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an Edwards system for every need: FIRE DETECTORS AND ALARMS protect life and property—CLOCKS AND PROGRAM SYSTEMS schedule lunch or closing hours with accurate time signals throughout schools, plants, stores and institutions—PAGING SYSTEMS locate personnel with audible and/or visual coded signals—ANNUNCIATORS for all types of indications in plants or for general office signaling—INTERCOMMUNICATION SYSTEMS to link key points throughout buildings without switchboards—AUDIO-VISUAL NURSES CALL SYSTEMS for immediate communication between patient and nurse—GENERAL SIGNAL AND CONTACT DEVICES including bells, horns, chimes, sirens, push buttons, lights, door openers, transformers, etc., for every residential use as well as for plants and institutions. The Edwards line is the truly complete line.

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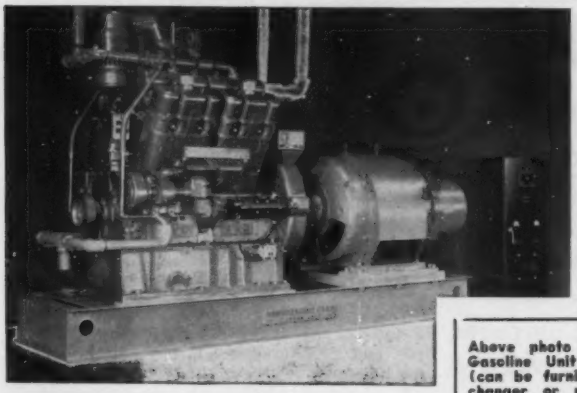

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for HOSPITALS — INDUSTRY — CONSTRUCTION PROJECTS — MILITARY INSTALLATIONS — SCHOOLS — COLLEGES — THEATERS — RESTAURANTS — HOTELS — MOTELS — AIRPORTS — ETC.

Wherever power is a vital part of the operation of a building or a process, a YOUNG Emergency Automatic Electric Generating Unit is a necessary safeguard against loss of life, time, or money thru the failure of regular power source.

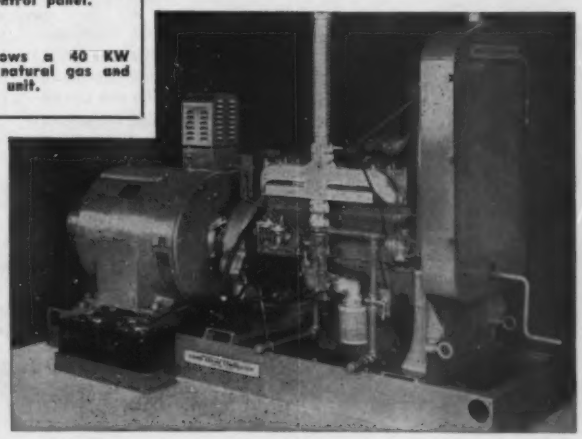
Each YOUNG unit is compact and complete, mounted on welded steel base, and conforms to NEMA and AIEE standards.

Above photo shows a 150 KW Gasoline Unit — Water cooled (can be furnished with heat exchanger or radiator and fan); floor mounted control panel.

•

Photo below shows a 40 KW Packaged Type, natural gas and gasoline-powered unit.

YOUNG AC generating units are powered by gasoline, natural gas, Butane gas, or diesel-powered in capacities of 5 KW to 400 KW. Manual, remote, automatic or semi-automatic starting controls optional. Write for Bulletin No. 42-S.



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YOUNG

Generating Units

22

No need to order, store, and issue 22 different items for a cable joint — G&W furnishes everything you need for a cable splice in one complete package!

Ask your G&W representative for further details or write:

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Superior quality standards—inspired specialized design

J61-3

DITCH WITCH TRENCHER

7 HP Model C4 ..... **Powerfully Rugged LOW-COST TRENCHER!**

"If you have enough trench to dig to justify the purchase of any machine, you have TOO MUCH for anything less than a C4"

Compare the Compacts, **SEE WHAT WE MEAN!**

POWER . . . 7 horses! That's what it takes to dig hard clay, shale, rocky soil . . . Ditch Witch has it!

SELF-PROPELLED . . . Ditch Witch moves itself—no pulling, dragging, winching! Who can top it?

PERFORMANCE . . . C4 Ditch Witch digs 3", 4", or 6" wide, depths to 2', at digging speeds up to 6 FPM!

HEAVY-DUTY long-life construction of Ditch Witch makes it dig better, last up to 1/2 million feet.

ECONOMY Ditch Witch costs less to buy, operate and maintain than any other *practical* trencher.

Other Ditch Witch trenchers, in sizes from 9 to 30 HP, dig up to 16" wide and as deep as 6'.

COMPARE! See each machine dig in field demonstration before you buy. To get a free Ditch Witch demonstration, call the nearest Ditch Witch distributor—or the factory collect. We'll be there!

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CALL COLLECT: FE 6-4404
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voltage coils are wound directly over the low-voltage windings; disc type coils are used above 15 kv to achieve reductions in size and weight in comparison with conventional designs.

The smaller cores and coils, with lower losses than previously achieved, are designed to deliver more kva per square foot. The tank is cooled by large, flat panels to reduce vault size requirements considerably.

The main transformer, high-voltage switch, terminal compartment, and low-voltage throat are assembled in a compact design for easy, safe, and fast handling.

The transformers are sealed and protected against corrosion to withstand flooding and underground conditions, and are equipped with a disconnecting and grounding switch, with built-in interlocks. They are available in five through 34.5 kv.

Powerdyne expulsion link

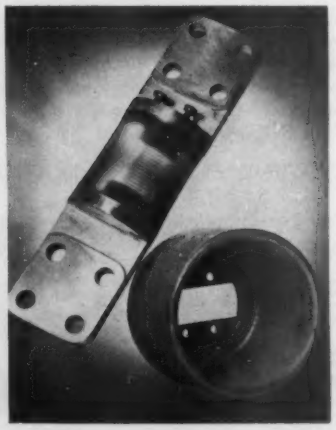
Powerdyne, Inc., 17150 S.W. Boones Ferry Rd., Lake Oswego, Oreg., has announced the introduction of a high-voltage expulsion link to the power field.

A primary use of the expulsion link would be to protect potential transformers and coupling capacitors at voltages from 115 kv to 230 kv. It is, however, not limited to this duty and can be applied with imagination to many uses.

The device is designed to be effective as an almost instantaneous disconnect means for faulted equipment. It is free from ionization deterioration at the highest voltages, has great mechanical strength so that insulator supports are not required, and is inert to all weather and sunlight conditions.

When fault current flows through the expulsion link, it separates, thereby disconnecting the faulted equipment from the bus or line during the momentary de-energization of the bus or line by the circuit breakers.

The circuit breakers clear the fault, and the device disconnects the faulted equipment. An air gap is established between the faulted equip-



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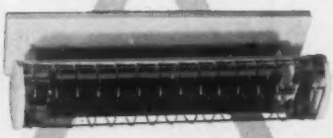
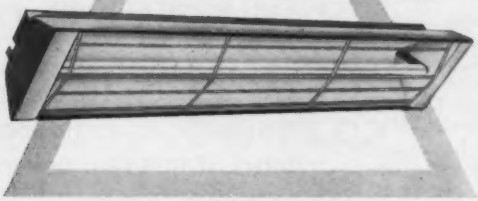
2 BROAD LINES TO TACKLE ANY CHORE:

APEXTRO'S "INFRA-MITE"



APEXTRO'S "INFRA-TUBE"



Compact "Infra-Mite," decorative fixtures using high energy infra-red emitter, are ideal for bathrooms, sun porches, nurseries, swimming pools, bus stations, photo processing, drive-ins, etc. (3 fixture sizes, 10 models—ceiling, wall or portable wall-hanging mount types).

Larger "Infra-Tube," zone-controlled heaters are basic or auxiliary heating system problem-solvers for offices, factories, machine shops, warehouses, open terraces, grandstands, drive-ins, etc. (28 stock sizes, wall or ceiling mounts).
Both safely deliver higher heat—faster. Both carry an unprecedented one-year lamp life warranty.

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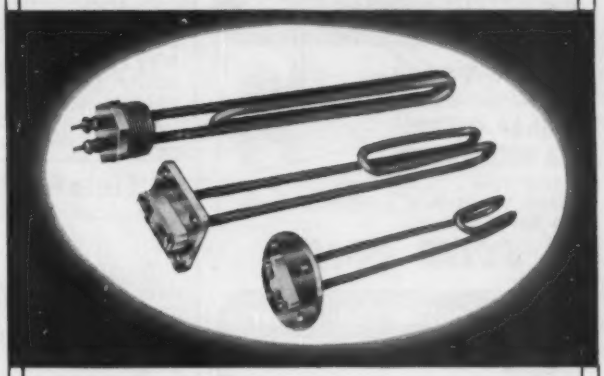
VULCAN ELECTRIC IMMERSION HEATERS



For All Types of Domestic Hot Water Tanks

Simplify replacements of heating elements with Vulcan's complete line of electric immersion units. No matter what size or make of domestic hot water tanks, you have just the right element in Vulcan's wide range of flange type and screw bushing type headers. Even for glass-lined tanks, there's a Vulcan insulated unit, with built-in resistor, to minimize galvanic action from the magnesium rod. Band-type or wrap-around elements are also available.

Vulcan Electric Immersion Elements are furnished complete with either square or round flange (as called for) or threaded bushing according to the replacement requirement. All heaters are equipped with ceramic or other approved insulation and rugged terminal screws. Vulcan heaters are tested under 350 lbs. hydrostatic pressure. They meet all requirements of Underwriters Laboratory.

Send for catalog and prices.

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Cartridge • Strip • Tubular • Immersion Electric Heaters
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The BEST in
WEATHERPROOF

MOST COMPLETE LINE
of Weatherproof
COVERS and BOXES

SAF-T-LOK®
WEATHERPROOF
SNAP COVERS
& RECEPTACLES

Snap Open . . . Stay Open . . . Snap Shut! 1 to 10-Gang Combination Switch & Receptacle Device.

SOLID BRASS

New! Construction Features

NEW EXTRA-SAFETY
TAMPER-PROOF
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Equipped with Padlock Hasp — Stops Current Pilferage, Tampering, Accidental Shock. 1, 2, 3-Gang Duplex Receptacle, or combination switch and receptacle.

New! Easy Installation

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BOXES
moisture proof
Aluminum 1-Gang and 2-Gang 3 to 7 hubs, ½" or ¾" with aluminum plugs

New! UNIVERSAL BOX
fits practically any cover — holds device firmly.

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NEW PORTABLE
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Lampholder, outlet and switch in aluminum housing. Complete with spike and cord. Spikes in ground for electricity and lighting where needed.

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Chicago 36, Ill.

ment and the voltage source by the separation of the link, so that reclosure of the circuit breaker results in restoration of service.

Blackburn heavy-duty clamps

A line of two-bolt connectors and cross tap clamps for heavy-duty copper connections is available from Jasper Blackburn Corp., 1525 Woodson Rd., St. Louis 14, Mo.

These high - strength Duronze clamps perform a wide variety of heavy-duty connections in distribution, transmission, substation, industrial, and commercial service. They provide full contact for all rated wire sizes and accommodate practically any connections up to two 1,000 MCM.

Helpful literature

Twenty-five new pages of catalog data sheets of **conductor accessories** are announced by the **Fanner Manufacturing Company's Electrical Products Div.**, Brookside Park, Cleveland 9, Ohio. The pages cover metallic, helically formed products including armor rods and lineguards for protecting conductor spans at supports; dead-ending grips; lashing rods; and splices. Plastic products include treeguards, moldings for covering surface-mounted conductors and cables, tubings, and molding straps.

"How to Take off Pounds and Lengthen Life" is the title of a 12-page bulletin describing the new ten-inch **suspension insulator** with aluminum cap and stud, from **A. B. Chance Co.**, 210 N. Allen St., Centralia, Mo. Forged aluminum alloy hardware which effectively eliminates corrosion and the approximate 25 per cent savings in weight, making construction and maintenance practices easier, are covered by the bulletin.

A 20-page booklet on hookstick and group operated, 7.2- to 345-kv **outdoor disconnecting switches** is offered by the **Westinghouse Electric Corp.**, P. O. Box 2099, Pittsburgh 30, Pa. The illustrated publication, No. 36-250, describes the construction and applications of the switches, which include single- and double-throw, single- and multipole types with either manual or electrical operating mechanisms.

An eight-page illustrated booklet entitled "Planned Line Protection for EHV" and published by **Preformed Line Products Co.**, 5349 St. Clair Ave., Cleveland 3, Ohio, highlights a package of **protective products and correlated programs** of laboratory and field testing for power projects transmitting extra high voltages. The booklet tells how to employ

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GOES
IN FAST!

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PLASTIC CONDUIT

. . . today's proven money-saver for every conduit job, large or small, for electrical and communication lines . . . single or multiple applications.

SIZES RANGE FROM ½" to 6". Easy-to-use fittings cut installation time. Note these TELEC-CON features:

- Easy to cut with ordinary tools.
- Fits readily to sharp bends, or to earth contours, if installed underground.
- Resists corrosion, requires no protective coating.
- Non-sparking, safe to install in critical areas.

Send for "Plastic Conduit Selection Data," and name of our nearest representative.

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CABLE NIGHTCAPS

Seal Unfinished Cable Joints Against Moisture And Dirt

Cable splicing no longer need be one continuous operation when G&W Cable Nightcaps are used. Unfinished cable joints or terminations can be left overnight or for several days at a time with complete assurance that work will remain dry and clean as when sealed.

The G&W Cable Nightcap consists of a heavy plastic sleeve, waterproof paper to keep the plastic clean, tape, desiccant, and humidity indicator. The sleeve is slipped over the unfinished joint and one end taped tightly to the cable. Desiccant and humidity indicator are then inserted into the sleeve and its remaining end taped to the cable on other side of the joint. Waterproof paper is laid over the sleeve for protection.

Further information on the Cable Nightcap is available from G&W Electric Specialty Company or consult your local G&W representative.

G&W ELECTRIC SPECIALTY COMPANY
3524 WEST 127th STREET • BLUE ISLAND, ILLINOIS
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Superior quality standards—inspired specialized design J61-1

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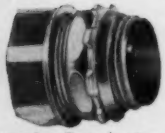
THE INDUSTRY'S MOST WIDELY USED LINE OF TOP QUALITY ELECTRICAL FITTINGS

MADE RIGHT TO FIT TIGHT!

NEW COMPLETE CATALOG UPON REQUEST

#1412-G
½" Rigid Conduit to Box Pull Elbow with Gasket



#260-IT
Compression Type Insulated Throat EMT Connector

#14
½" EMT to EMT Set Screw Type Pull Elbow

Famous for getting the job done better, Rattan is the "old reliable" fitting line among smart electricians. Rattan quality is tops, too, whether it's a standard fitting or the latest design development.

#280-IT
Insulated Throat EMT Set Screw Connector

Another Famous RATTAN product:

THE ORIGINAL MARR WIRE CONNECTOR
CAP MADE OF PHENOLIC COMPOSITION

No. 00 to No. 4
No. 7 (Porcelain)

THE RATTAN MANUFACTURING CO.
NEW HAVEN 7, CONN.
Sales Agencies and Warehouse Stocks in Principal Cities Throughout the Country

Rep. in Md.: L. J. Daniels, Baltimore; Va.: Hugh T. Snapp, Richmond; No. & So. Car.: Hammond & Hasbrouck, Charlotte; Ala. & Ga.: Geo. R. Kosin & Co., Atlanta; Fla.: Deco Sales Assoc., Inc., Miami; Tex.: Nuro Co., Dallas, HOUSTON, San Antonio.

combinations of new transmission hardware to successfully control power losses from corona, minimize interference with radio and TV, and eliminate conductor damage from stress concentrations at suspension points and from line slapping at mid-span points.

A new concept of a spring-actuated, high-speed **grounding switch** is detailed in a bulletin, published by Greensburg Div., **I-T-E Circuit Breaker Co.,** Greensburg, Pa. Application schemes for transformer protection are shown with various relaying possibilities, and full technical data is included. Descriptions of the switch and actuating mechanism are illustrated with detail photos and schematic diagrams.

The full line of direct- and servo-operated, switchboard and portable **recorders** from **General Electric Co.,** 1 River Rd., Schenectady 5, N. Y., are covered in a bulletin relating information on 19 different types of single and multi-pen, ink and inkless, strip and round chart recorders. The recorders are described in accuracy classes of 1/4, 3/10, one, two, and three per cent. The 12-page bulletin, GEA-6933A, also lists different parameters that can be measured by these recorders.

Estimate sheet

(Continued from page 60)

fied handling these small jobs and plugged an occasional profit leak through the mechanic's forgetting to tell the bookkeeper about the additional work performed, but it has helped to explain to a customer who orders additional services why the price was higher than the estimate," said Mr. Rabalais.

"The customer has his original copy of the estimate, and we show him the mechanic's copy and point out to him the additional work ordered, if there is any question regarding the additional costs."

Utilities must sell

(Continued from page 54)

of operating on an interconnected basis.

This is the kind of story we should be telling more loudly. It is positive. It is forward-looking. And it clearly shows that government intervention in the power business is unnecessary.

There are stories like it to tell all over the country. Here are a few examples:

In New Jersey, the Public Service Electric and Gas Company has made public plans for spending $145 million on transmission lines over the next ten years.

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ON GLOBE CHANNEL AND FITTINGS

The Superior System of Galvanized Channel Framing completely illustrated, showing easy installation methods to answer all electrical, mechanical and industrial problems. The Globe system of metal framing permits *fast* assembly, disassembly and reassembly, with the strength of welded material, but without the necessity to cut and throw away the framework when changes are necessary. Can be set up with a hacksaw and a wrench. Ideal for any framing or suspension use: fluorescent light fixtures, acoustical ceilings, cable trays, shelving, storage racks—with complete accessories for pipe and conduit suspension, concrete inserts, maple clamps, pipe rollers and clamps and porcelain cable clamps.

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ELIMINATE THE JERK, ELIMINATE THE WORK
. . . JUST USE A "HERK"!

PORTA-PULLER

HERCULES has single or double gear reduction plus short or long handle crank.

U.S. Patent No. 2,990,160

From the originators of portable-wire pullers comes a great new model "THE HERCULES" (illus. above). Porta-Puller number 1, bought by over 1,500 electricians, was tested and proved on the job. Now the new Hercules model Porta-Puller:

1. New stronger frame
2. New double reduction winch
3. New heavy duty bearings
4. New double extra strong pulley head
5. New stronger supporting stub

See your supply house or write for full facts

FAIRFIELD INDUSTRIES
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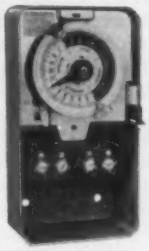
PARAGON

a complete line of Dependable timers



4000 SERIES — low-cost, general-purpose 24-hour time switch

Ideal for lighted signs, window displays, heating units, time signals, etc. 40 amp T-rated. Up to 7 "ON-OFF" operations per day, with settings as close as 90 minutes apart. Available with Astro-Dial.

WRITE FOR BULLETIN 6119

7000 SERIES — advance time control for every day of the week

Perfect for all heating, ventilating and air-conditioning applications. 40-amp capacity. Automatic "ON-OFF" operation at different hours each day for entire week. Any day or days can be omitted. Settings can be made a week in advance and changed as desired.

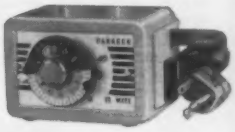
WRITE FOR BULLETIN 6176

1500 SERIES — multi-purpose time switch with 15-minute settings

For operation of traffic signals, poultry feeders, music systems, and commercial heating and ventilating. Timer controls any 15-minute period during 24-hour day. Sunday or holiday cutout attachment available.

WRITE FOR BULLETIN 5915

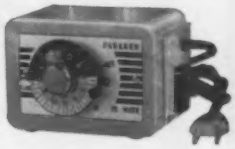
NEW AC1—specially designed air-conditioner control



Turns window air conditioners "ON-OFF" automatically. No costly installation. Easy-to-set, compact, handsome. Just plug it in.

WRITE FOR BULLETIN 6133

APT1-O TIMER — easy-to-set, has unlimited uses



Just the thing for radios, coffee makers, decorative and protective lighting. Turns appliances "ON-OFF" automatically. All you do is plug it in.

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FA-FF51 — for automatic control of window and attic fans

Flush mounting . . smart decorator appearance. The *first* and *only* all-electric fan timer that fits a single standard outlet box. Shuts off fan after any preselected time up to 20 hours.

WRITE FOR BULLETIN 6133

WRITE US OR SEE YOUR PARAGON REPRESENTATIVE

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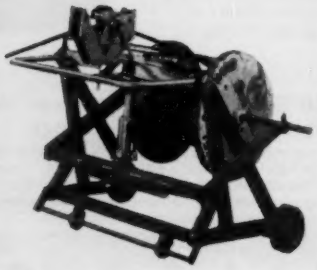
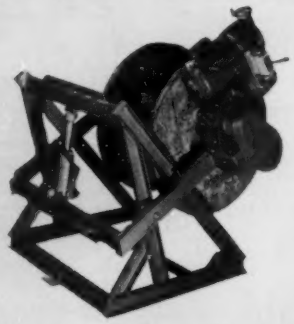
AMF **PARAGON ELECTRIC CO., INC.**
1618 Twelfth Street • Two Rivers, Wisconsin

new speed and economy for ONE-MAN wire and cable handling

Advanced REEL-O-MATIC engineering now brings big savings in man hours and money to wire and cable reeling, coiling, measuring and cutting operations.



Above is the new, mobile REEL-O-MATIC payout unit equipped with accurate, direct-read footage meter and sure-hold floor lock. Enables you to eliminate under-cut or over-cut losses.



Note the simplicity of this power rewind and coiling unit. Hydraulic jacks quickly raise and position your reels. Variable-speed drive and foot control produce properly wound coils and reels. Fixed or mobile units available to meet all reel requirements. For full details address Columbia Products Co., Wrightsville 5, Pa. Phone: Wrightsville 4211.

REEL·O·MATIC

"The famous name in Reel-Handling Economy"

Virginia Electric Power Co., Carolina Power and Light Co., South Carolina Electric and Gas Co., and Duke Power Company have announced their intention of coordinating and pooling their power production and transmission facilities.

Texas Power & Light Company and three other Texas utilities are planning a 345,000-volt power highway that will link together 6,500,000 kw of generating capability in the four companies.

A group of companies in eight Midwest and Southwest states are building a super power grid involving at least 4,000 miles of 345-kv and 230-kv lines.

The list could go on and on. New power pools are being formed. Old, informal arrangements are being expanded. Lines are being built at higher and higher voltages: 345 kv is no longer unusual. Power is being transmitted on a regular basis, at 460 kv. And experimentally, voltages of 500, 770, and 775 kv have been achieved.

Some of the instances I have mentioned may seem far off. Geographically, Texas is miles from Boston. But to the government power advocate, all lines feed through Washington, and events along the Colorado River will be reflected on the banks of the Charles.

Make no mistake about it. We are all in this together. A Colorado River Storage Project, an intertie from Bonneville to Los Angeles, a generating and transmission co-op in Indiana — these are not local battles. They are skirmishes in a mammoth struggle that threatens every part of our industry.

First and foremost, we must continue the performance that has established our position of world leadership in electric power. We must continue to sell electrical living and we must continue to build to take care of the demand we create. We must serve the American people as we have been serving them for the past 80 years.

Second, and equally important, we must convince the American people that we built America's electric leadership and that we are the best qualified to advance it. We must convince our fellow citizens that we are ready, willing, and able to supply all the power needs of the nation.

We must show them there is no need for a Federal transmission grid. We must show them that there is no need for government intervention in the power business.

Aluminum and Bronze

TRANSMISSION, DISTRIBUTION and SUBSTATION CONNECTORS

SERVICE CONNECTORS
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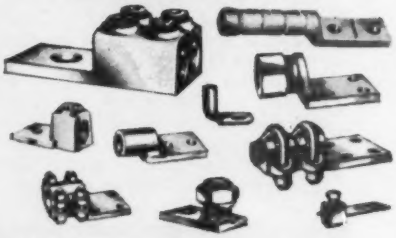
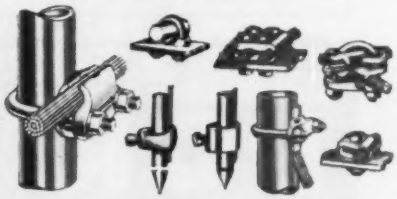
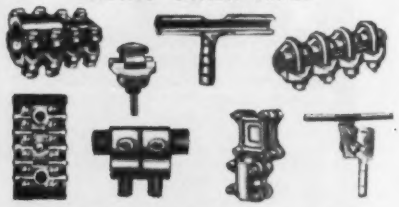
LUGS
Compression and Bolted



GROUNDING CONNECTORS



MANY OTHER TYPES



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8 New Electrical Equipment Bulletins were produced in 1961. Have you **all** of them in your binder . . . ready to do a selling job in 1962?

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Lighting
Fixtures

R & S Bulletin 9-A
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R & S Bulletin 3-A
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R & S Bulletin 7-A
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R & S Bulletin 3157-A
Saf-T-Arc Circuit-Breaking
Receptacles, Plugs, Connectors

FOR ANY OF THE ABOVE BULLETINS, PLEASE REQUEST ON YOUR COMPANY LETTERHEAD. ADDRESS SALES DEPT.,

RUSSELL & STOLL COMPANY, INC.

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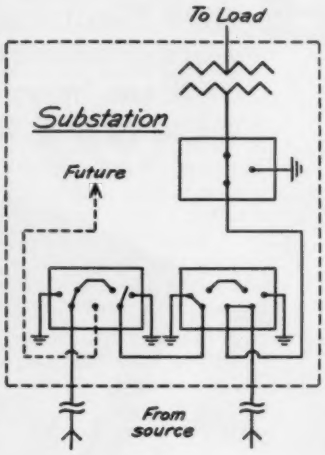
REPRESENTATIVES IN ALL PRINCIPAL CITIES

GAIN System FLEXIBILITY with G&W Type RAL Load-Break Switches

Standardized Type RAL switches are built expressly for loop-through and tap circuits such as shown here. Any section of the loop can be isolated by these switches or any load or main tapped off the loop can be bypassed without affecting service to remainder of the loop.

G&W Type RAL switches are standardized, which means faster and more dependable delivery as a result of assembly from factory component stock. These switches are available in two voltage ratings, 7.5 and 15 kv and will carry and interrupt full 400-ampere load.

Write G&W for copy of STANRAL Data Sheet giving more information on Type RAL switches.



G&W ELECTRIC SPECIALTY COMPANY
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Superior quality standards — inspired specialized design

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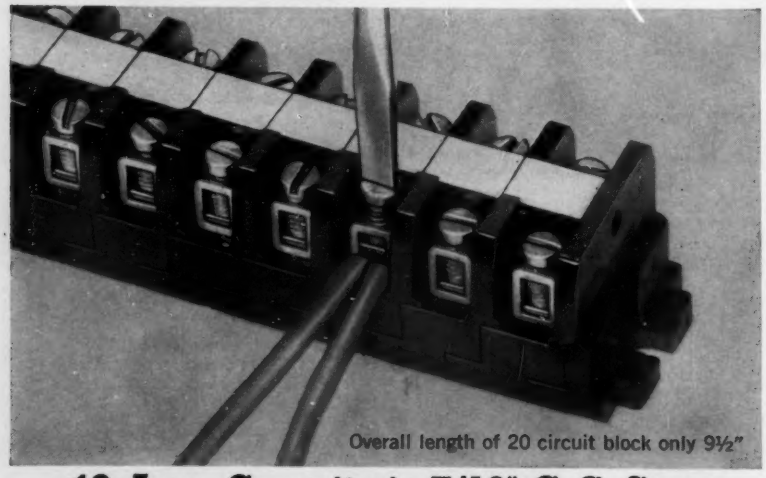


40 Amp. Capacity in 7/16" C. C. Space Same As Most 15 Amp. Barrier Strips

Buchanan has this . . . and more. No terminals, no lugs, fewer wiring problems when you use Buchanan sectional MD pres-SURE-blocks with tubular contacts. And, you can group more common wires—equal to 1 #22 thru 1 #8—under a single contact. Just 2 different snap-fit parts build any length Buchanan MD block . . . with more "wanted" features than conventional blocks. Strap screw contacts also available. Write now for Bulletin SD-61

Tubular contacts listed by UL. Blocks listed for 600 volts by CSA. U. S. Pat. No. 2,922,139

BUCHANAN ESNA

BUCHANAN ELECTRICAL PRODUCTS CORPORATION
HILLSIDE, NEW JERSEY
In Canada: ESNA CANADA LIMITED, Toronto 16

We must tell our customers what we are doing as companies. But this is not enough. We also must tell them what we are doing as an *industry*. This is particularly necessary.

People have more confidence in our ability to meet America's power needs when they realize the strength and magnitude of the industry our companies make up—when they understand that we are not single companies working alone. We must place our company stories of future planning and building in their national perspective by emphasizing the story of our industry's growth.

We need not fear that what we have to say will not be interesting—it will be if we say it properly.

The Edison Electric Institute has recently made available a communications tool that I believe will help us all enormously.

It is a series of charts— colorful, easy to understand, and comprehensive — that tell how investor-owned companies are meeting America's power needs, compare our record with those of other countries around the world, and review our industry's plans for the future.

I am asking the public relations people in my own company to draw up a plan that will use these charts fully and most effectively. We intend to see that their plan is carried out.

I believe every company in the country should be making use of these charts and the other communications tools that are available to us. The advocates of government power are increasing their efforts; we must add vigor to our own.

These are things we can do—and things we must do—all over the country. Our companies have shown vision and skill and courage in building the systems that have given America its electric leadership.

We must now show vision, skill, and courage in bidding for the full support of the American people.

Record year

(Continued from page 47)

A few thought there would be no change in non-durable goods manufacturing and in building construction, but these were a very small minority.

Some economists felt the continuing upward trend in wage rates would moderate somewhat,

INTERNATIONAL

Electrical Conduit

FINEST QUALITY — LOWEST PRICES

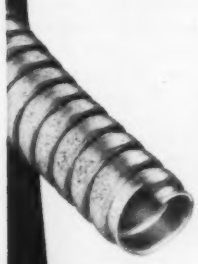
International Metal Hose, one of the nation's largest producers of flexible metal conduit and tubing, utilizes modern equipment and automated processes to produce superior products at competitive prices. Ask International to quote your needs and compare price, quality, and delivery.

INTERNATIONAL SEALED SKIN

LIQUID-TIGHT FLEXIBLE STEEL CONDUIT

(U. L. and J. I. C. Approved)

Strong, flexible metal core for simple, fast installation even in "U" bends and crowded quarters. Special polyvinyl cover is liquid-tight, abrasion-resistant and provides permanent protection against oil, grease, weather, water, dirt, chemicals, fumes, and salt spray. Sealed Skin's Flexibility is especially adapted to provide connections between a moving member and stationary part and for resistance to vibration. It is easily cut to required lengths on the job. Made to meet U. L. or Joint Industry Conference (J. I. C.) requirements. Packaged in a handy "playout" carton.



INTERNATIONAL U.L. & C.S.A. LABELED

FLEXIBLE STEEL CONDUIT

Made to Underwriters' and Canadian Standards Approval—meets all the rigid tests for flexible metal conduit conducted by Underwriters' Laboratories, Inc. Rust-resistant zinc coating gives longer protection against corrosion, dirt, fumes, spray, and superior finish "dresses up" installations. Automatic degreasing gives oil-free conduit. Special built-in flexibility makes installation easier—resists vibration—flexes into "U" bends—follows machine or installation contours. Especially adapted for connections between moving members and stationary parts. Comes in easy-to-handle coils tagged with Underwriters' and C.S.A. Label.

INTERNATIONAL EXTRA FLEX

FLEXIBLE STEEL CONDUIT

Lower cost conduit for use where U.L. type is not necessary. Gives extra flexibility with economy, provides unexcelled, low-cost, crush-resistant shielding for floor, wall, ceiling cables. Electroplated to give rust-resistant zinc coating. Superior finish "dresses up" installations. Automatic degreasing gives oil-free conduit. Easy to install—resists vibration—flexes into "U" bends and to follow machine or installation contours. Available in easy-to-handle coils.

INTERNATIONAL LIGHTWEIGHT

FLEXIBLE STEEL CONDUIT

A sturdy, lighter-weight flexible steel conduit at lower cost. A conduit for electrical wiring where Underwriters' Approved Quality is not needed. Available in a wide range of sizes for most every need. Economical to use and to ship.

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For Fittings to fit your every need specify quality fittings by

A.C.F.

A accurately finished

C constructed solidly

F fit tight

These characteristics plus quality always mean easier installation, longer life . . . and a perfect fit, every time.

Specify

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Here's *everything* you want in a convector baseboard!

New BERKO MW Baseboards

- High quality construction yet priced for big volume
- Safe, low surface temperatures
- New "Swept-back" fin element improves heat flow
- Suspended, noise-free element
- Built-in Thermal Safety Cutouts
- Most attractive baseboards on the market
- Easy installation, including accessories
- 2, 3, 4, 6, 8 and 10 foot lengths . . . 500 to 2500 watts
- Models with factory-installed thermostats available

NOTE: Berko MW baseboards meet or surpass new UL baseboard standards!

For more information, write:

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BERKO ELECTRIC MANUFACTURING CORPORATION
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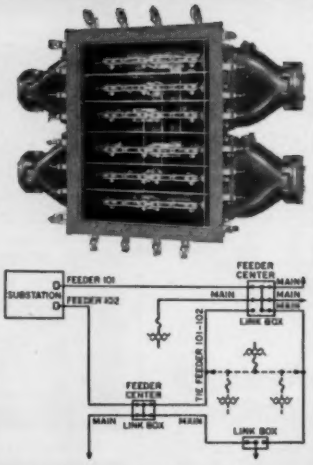
Make your underground primary system operation
FLEXIBLE with G&W SECTIONALIZING BOXES

Maximum flexibility in planning and operating underground primary cable systems is found when G&W Sectionalizing Boxes are used. Sections of cable can be isolated or reconnected quickly and inexpensively merely by removing or inserting links in the cable boxes. Breaking and remaking cable joints for cable fault location or repair is no longer required. Added bonus is that remainder of circuit can be returned to service during emergency operations.

G&W Sectionalizing Boxes are available for any conceivable number of cables and can be furnished with blank ways for addition of future circuits. All boxes are hermetically sealed and submersible. Standard types are available for operation to 34.5 kv.

Write to G&W for additional information on G&W Sectionalizing Boxes or call the nearest G&W sales representative.



Typical circuit using G&W Sectionalizing Boxes

G&W ELECTRIC SPECIALTY COMPANY
3524 WEST 127th Street • BLUE ISLAND, ILL.
CANADIAN MFR. • POWERLITE DEVICES LTD.
TORONTO, MONTREAL & VANCOUVER

superior quality standards — inspired specialized design

BB61-1

owing to increased foreign competition, the relatively high level of unemployment, and some stiffening on the part of management.

Although consumer spending has not progressed as well as expected thus far in the recovery, it is expected to show more vigor next year. According to the average anticipation of the economists, expenditures will be at a seasonally adjusted annual rate of $340 billion during the second half of 1961.

Thereafter, they will climb steadily to $350 billion for the first half of 1962 and $360 billion for the second half.

Nevertheless, quite a few economists commented that the consumer may not be in a spending mood next year—at least, not in a mood to support a boom in durable goods which many economists are forecasting.

Some of this qualified pessimism is reflected in the 50 per cent range of numerical forecasts which extends further downward than upward for both halves of next year. It reaches between $340 billion and $355 billion for the first half and between $345 and $365 billion for the second half.

The question on interest rates, phrased in terms of the series on prime commercial paper, four to six months, drew the only sizable non-response. Twenty-one per cent of the economists did not make numerical estimates for part or all of this question.

Of those who did, the consensus was that interest rates would inch up during 1962. The median estimate of the prime rate, which stood at 2.9 in June 1961, runs from 2.9 again for this December to 3.4 for December of 1962.

At the end of 1962, the 50 per cent range spreads between 2.8 and 3.7. There is a decided modal preference for 3.5.

Creeping socialism

(Continued from page 51)

are decision-makers for the company, those who are qualified by vision and experience and have authority to commit the services and resources of the investor-owned utility companies.

David S. Teeple, a private atomic energy and research consultant from Washington, D. C., speaking on the outlook in Washington, voiced both distress over the present policies of the "New Frontier" and encouragement that there would be change.

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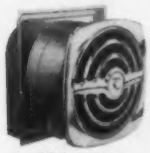
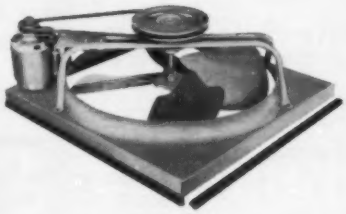


Kitchen Fans



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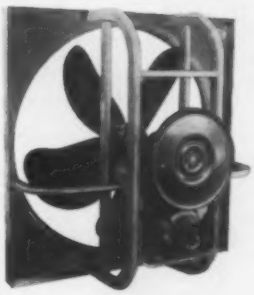

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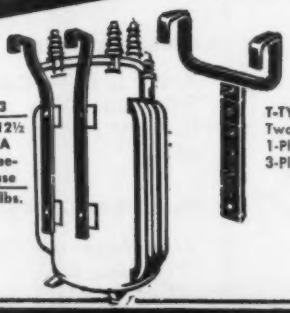

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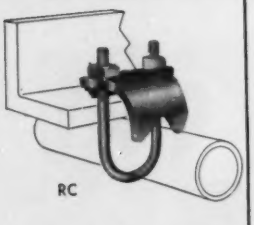
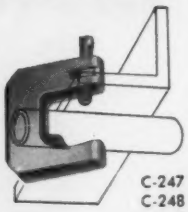


RC

Conduit Hanger

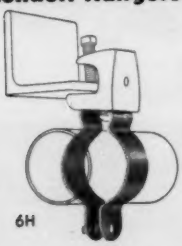
C-149

Conduit Clamps



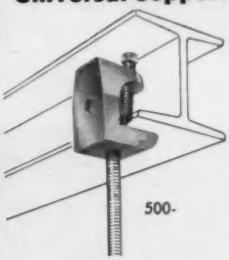
C-247
C-248
C-249

Conduit Hangers



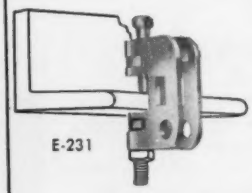
6H

Universal Support



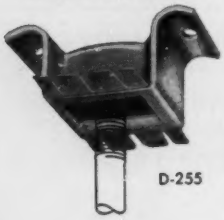
500-

Beam Clamps



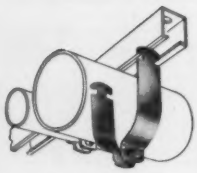
E-231

Concrete Insert



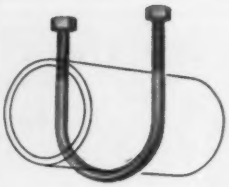
D-255

Conduit Straps



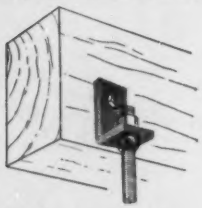
C-105

U-Bolts



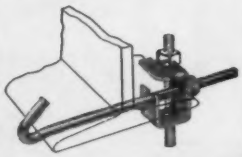
H-286

Beam Connectors



E-244

Beam Clamps



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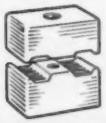

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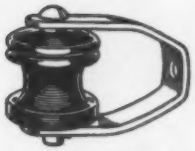

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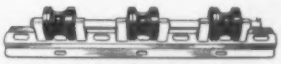
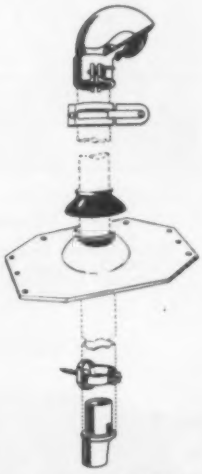


SECONDARY RACKS



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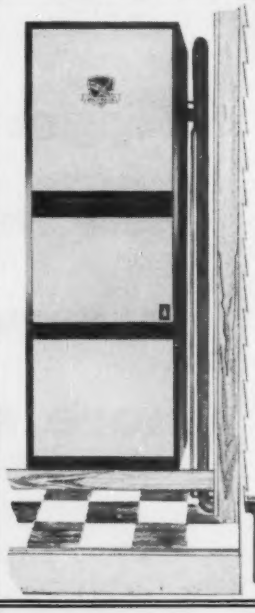

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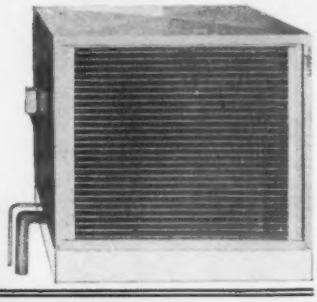

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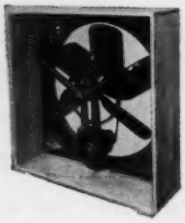

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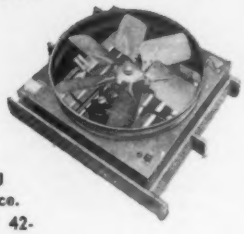

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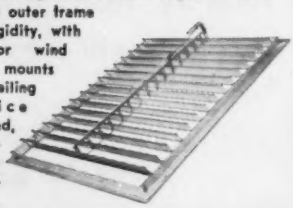

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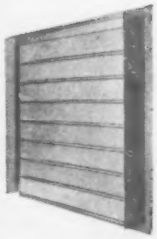

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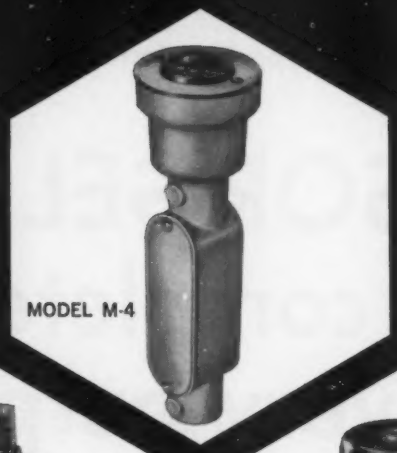
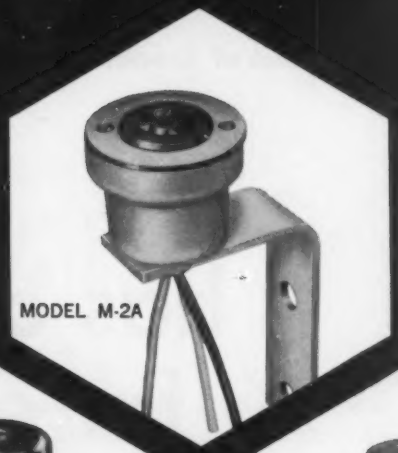
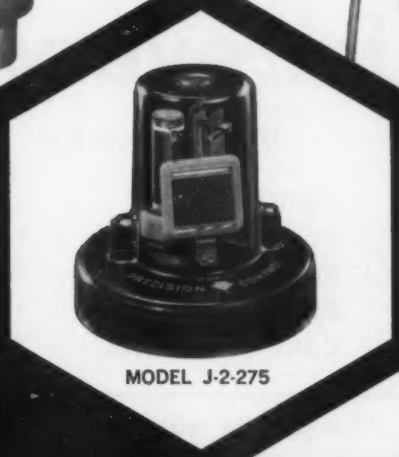
Texas, Dallas 2: George E. Anderson, 1901 Griffin St., RIverside 1-5931 (Ark., La., Miss., Okla., Texas)
Texas, Houston: George E. Anderson, 1015 Chartres, CApitol 4-7231 (Texas)







PRECISION Photocontrols Suit Every Multiple Lighting Need

There's nothing untried — no lack of field endurability — when you specify Precision. Hundreds of thousands of major utility installations — everything from 500-watt farmyard lighting to 3000-watt whiteways — have proved Precision's superiority for more than five years.

As the best-engineered tubeless lighting control at any price, Precision is better than ever now. Its 2 operating components — large-area cadmium sulfide cell and rugged integrating relay — protected by a total circuit line surge arrester to insure longest life and lowest service-year cost of any device for ON-at-dusk, OFF-at-dawn lighting control.

Because Precision is used on more installations, our engineering representatives in more than 50 cities are your ablest advisors on any multiple lighting control problem. They invite your inquiries.

J-2-275 Finest EEI-NEMA standard control made
J-2-375 Precision control for old-style fixtures
D-5 Fail-proof Precision control in meter case
MR-462 Multiple relay for controlling a group of lights, or a circuit up to 30 amps at 105-130 volts
M-4 Adapts photocontrols to ¾" pipe installation
M-2A For mounting controls on pole cross-arm

PRECISION MULTIPLE CONTROLS, INC. • Ridgewood, New Jersey

The difference between night and day

QUIET QUALITY

The Symbol of Specialization in Dry-Type Transformers

SORGEL has a complete line for every purpose

Up to 10,000 Kva. Up to 15,000 volts

- **Lighting**
- **Power**
- **Rectifiers**
- **Phase changing**
- **Control circuits**
- **Industrial processes**
- **Motor starting**
- **Electric furnaces**
- **Pipe thawing**
- **Brazing**
- **Soldering**

Typical standard construction up to 7½ Kva.

10 — 75 Kva standard transformer, interchangeable wall or floor mounting.

300 Kva three phase transformer, standard enclosure.

Popular types and sizes up to 112½ Kva, are in factory stock and shipped same day order is received.

Also special transformers and D.C. saturable reactors

200 Kva portable testing transformer with tap switches and meters.

500 Kva standard enclosure, temperature equipment, and oil fuse cutouts mounted on top.

15 KV unit substation with sound-rated 1500 Kva dry-type transformer.

Sorgel Unit Substations, incorporating Sorgel load center transformers, are available with any type or make of switchgear.

SORGEL SOUND-RATED DRY-TYPE TRANSFORMERS

Since 1916 specializing in creative engineering and manufacturing craftsmanship.

Write for any of these Sorgel publications containing useful product data:
Bulletin 611 — General purpose and special transformers.
Bulletin 960 — Substations and load center transformers.
Bulletin 615 — General description and data regarding D.C. saturable reactors.

Southern and Southwestern Representatives

Florida, Ft. Lauderdale: W. Chester Smith — 207 E. Broward Blvd.
Georgia, Atlanta 9: Osgood & Assoc. — P. O. Box 7383, Sta. "C"
Kentucky, Covington: H. E. Bracke Co. — 43 Hesser Drive, Lakeside Park.
Louisiana, Baton Rouge: Colcock-Strickland & Co. — 2037 Rhodes Ave.
Louisiana, New Orleans 16: Colcock-Strickland & Co. — 609 Audubon Bldg.
Maryland, Baltimore: Jerome K. Meyer — Temple Gardens.
Mississippi, Jackson 6: Colcock-Strickland & Co. — 152 Chippewa Circle
Missouri, Kansas City 8: Fleming & Co. — 3021 Main St.
Missouri, St. Louis 17: Charles H. Douglas — 1110 S. Brentwood Blvd.
North Carolina, Greensboro: Max I. Miller — P. O. Box 2826.
Oklahoma, Oklahoma City, 5: Paul Berry, Inc. — P. O. Box 3266, State Capitol Sta.
Texas, Dallas 6: Glidden Eng. & Equip. Co. — P. O. Box 4815.
Texas, Ft. Worth 3: Glidden Eng. & Equip. Co. — 708 Hemphill St.
Texas, Houston 3: Glidden Eng. & Equip. Co. — 3802 Winchester St.
Texas, San Antonio: Glidden Eng. & Equip. Co. — 263 Wahrmund St.
Virginia, Richmond 28: Marchant Industrial Sales Co. — P. O. Box 9534.

SORGEL ELECTRIC COMPANY, 835 West National Avenue, Milwaukee 4, Wis.

Service tool for the electrical trade

Foreword

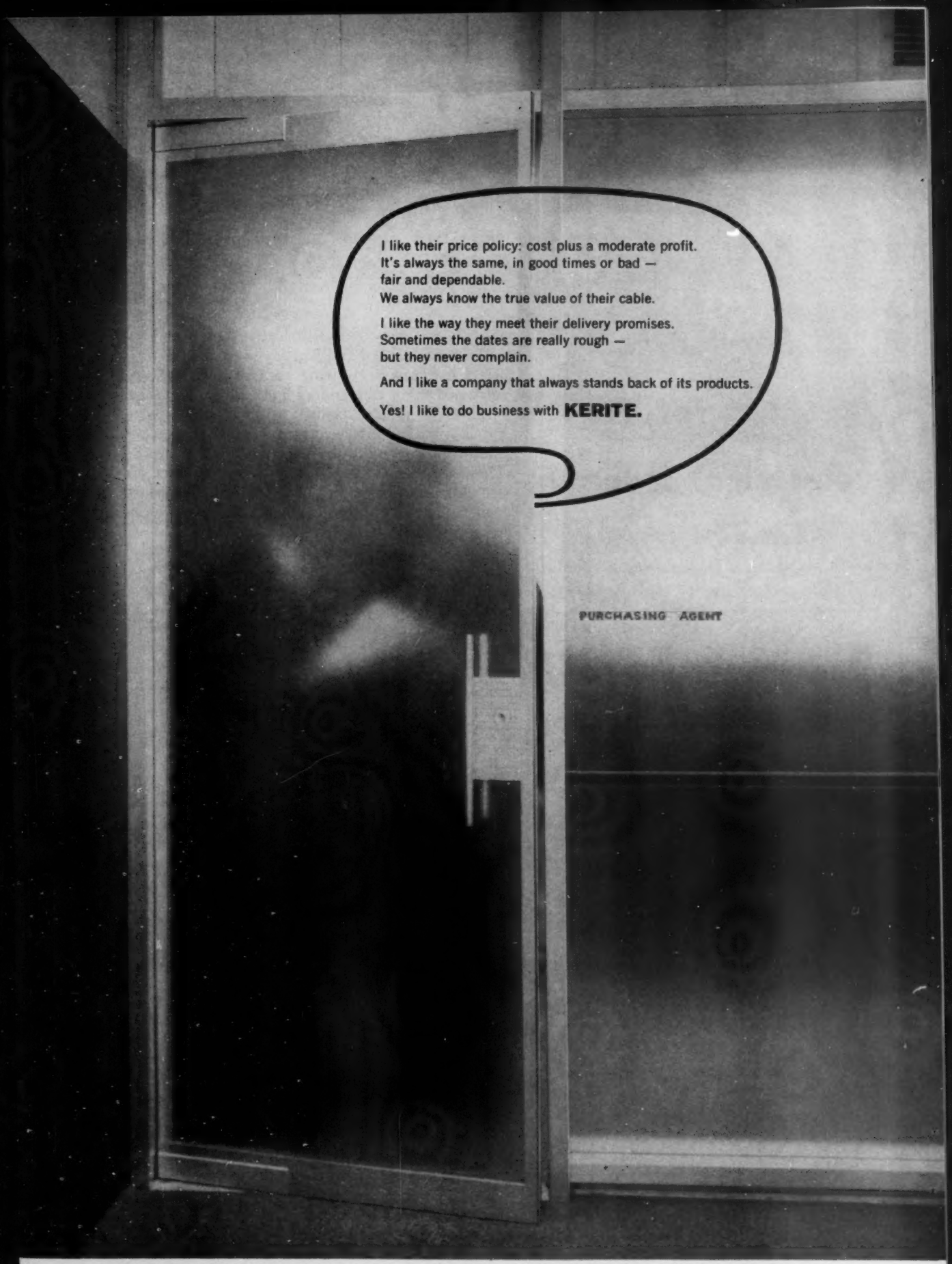
THIS LISTING of Electrical Manufacturers and their Southern and Southwestern Representatives has come into being because it fills a long felt need. The tremendous increase in electrical business in the South in the last two decades has led many more electrical manufacturers to establish representation in this fast growing area. These representatives offer valuable service to the electrical wholesalers and the electric utility companies, as well as other branches of the electrical industry.

Unlike most other regions of the country, the South and Southwest are not served from a single metropolitan center. Manufacturers have established branches or representatives in a dozen or more distributing centers of the South and Southwest, such as Atlanta, Birmingham, Charlotte, Dallas, Houston, Jacksonville, Kansas City, Memphis, Miami, New Orleans, Richmond, St. Louis and many other cities.

Before this listing was established, hardly a day passed that the editorial and business offices of ELECTRICAL SOUTH did not receive calls from electrical wholesalers or utilities, asking for the name of some manufacturer's nearest representative. These calls often came from places as far away as 500 miles. Although a few local representatives' clubs have compiled local lists, there has been no complete source of this information available.

With such evidence of the need for an accurate, single source of information, ELECTRICAL SOUTH has published this directory, listing alphabetically the manufacturers in the electrical field. Each listing includes the manufacturer's complete name and address, followed by the names, addresses, and telephone numbers of the manufacturer's Southern and Southwestern representatives. The states covered by each representative are also indicated.

In preparing this listing, the compilers have endeavored to make it as complete and accurate as possible. The publishers wish to express their appreciation especially to the electrical manufacturers whose fine cooperation made this publication possible.



THE KERITE CO., 30 CHURCH ST., NEW YORK 7, N. Y. DESIGNERS AND MANUFACTURERS OF PREMIUM GRADE INSULATED WIRE AND CABLE, SPLICING TAPE, RUBBER CEMENT. AGENTS IN PRINCIPAL CITIES. A MEMBER OF RAILWAY PROGRESS INSTITUTE.

Electrical Manufacturers and their Southern and Southwestern Representatives

Manufacturers listed in bold face type have advertisements of their products in this issue. The page number on which the advertisement appears is shown immediately following the company name and address.

Manufacturers listed without representatives may have no Southern or Southwestern representatives, or they may prefer to have all inquiries directed to their headquarters, or after three requests have failed to furnish a list of their branches or representatives.

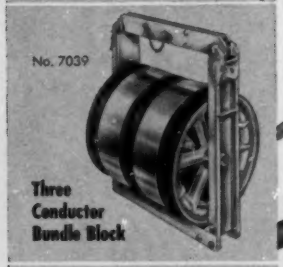
where you find... **TRANSMISSION DISTRIBUTION** *you'll find S&R...*

CONDUCTOR STRINGING BLOCKS

Helicopter Blocks
Both suspension and crossarm types available.

No. 7020

Two Conductor Bundle Block
with S&R's exclusive unidirectional articulated running board.



No. 7039

Three Conductor Bundle Block

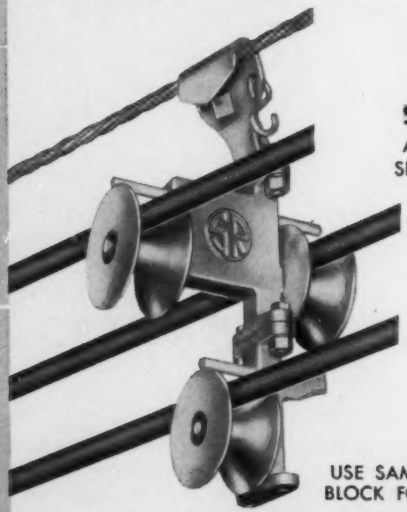
Permanently Bonded Type GNA Neoprene Sheave Lining
Vulcanized in place. Available on all sizes 7 thru 28.

S & R MODEL XS-100
UNIVERSAL
Stringing Block with Adjustable Crossarm Bracket

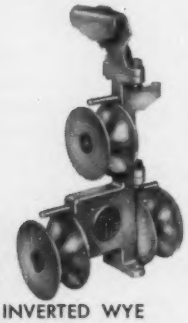
The most versatile block ever made

On Crossarm

In Suspension



Model MH-303
SPACER TYPE AERIAL CABLE STRINGING BLOCK
Aluminum throughout. Sheaves on anti-friction ball bearings.



USE SAME BLOCK FOR
DIAMOND . . . OR . . . INVERTED WYE

78 Series No. 7832

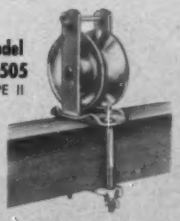
Lightweight... all aluminum alloy construction. Sizes 20 thru 28 for conductors thru 1,780,000 C.M.

73 Series
No. 7332

Widened Throat Safety Locking Type

All aluminum. Particularly useful for re-conductoring. Available sizes 7 thru 16 for conductors thru 1,272,000 C.M.

Model XS-505
TYPE II



7" O.D. Sheave with anti-friction ball bearings mounted in steel frame.

No. 9811 No. 9812
Crossarm Rollers

Sherman & Reilly, Inc.
ENGINEERS AND MANUFACTURERS
First and Broad Streets
Chattanooga 2, Tennessee
Telephone AMherst 7-1273

In Canada: A. B. Chance Co. of Canada, Ltd.
Box 10, Toronto 13, Canada

NEW 1961 Catalog
On Request

Mail coupon for new catalog

Sherman & Reilly, Inc., 1st and Broad Streets, Chattanooga 2, Tenn.
Please send the new S&R complete catalog of conductor stringing equipment.

NAME_____ POS._____
COMPANY_____
ADDRESS_____

Electrical Manufacturers and their Southern and Southwestern Representatives

A

A. O. W. CORP., 450 N. 9th St., Elwood, Ind.

ABOLITE LIGHTING DIV., Jones Metal Products Co., W. Lafayette, Ohio
- Alabama, Birmingham: Johnson-Woodyard Assoc., 2115 1st Ave., S., FAirfax 4-1960
- Florida, Jacksonville: J. N. Crevasse & Associates, 1620 E. Adams St., ELgin 3-1197 (Fla.)
- Florida, Jacksonville: Robert G. Ford, 1620 E. Adams St., ELgin 3-1197
- Florida, South Miami 43: J. A. Foerster, 6721 S.W. 68th Ter., MOhawk 1-5488
- Georgia, Atlanta 13: Charles L. Woodyard & Assoc., 161 Simpson St., N.W., JAckson 5-0511 (Ala., Ga.)
- Louisiana, New Orleans 12: Associated Manufacturers Agents, 900 Carondelet St., JA 2-6287 (La., Miss.)
- Mississippi, Jackson: Associated Manufacturers Agents, 2124 Alta Woods Blvd., Phone 353-4241
- Missouri, Kansas City 10: W. J. Fennesy, 5326 Rockhill Rd., HI 4-3635 (Kans., Mo.)
- North Carolina, Charlotte: W. B. Gile & Assoc., 117 E. Third St., Rm. 213, EDison 4-0839 (N. C., Va.)
- South Carolina, Lexington: Gerald H. Preacher, 116 N. Church St., ELgin 9-6642 (S. C.)
- Tennessee, Memphis 1: E. E. Torkell & Assoc., 693 N. Third St. (Ark., Tenn.)
- Tennessee, Nashville 4: Collin Finney, 4048 Outer Dr., CYpress 2-4380 (Tenn.)
- Texas, Dallas 20: Harry A. Miller Co., 3931 W. Williamsburg Rd., FLeetwood 2-8733 (Okla., Texas)

ABRAMS LIGHTING, 785 Schuylkill Ave., Philadelphia 46, Pa.
- Florida, Fort Lauderdale: Thomas Marshall Associates, 678 Middle River Drive, LOgan 6-5723
- Indiana, Indianapolis: Earl F. Miles, 2618 Dellzell Drive, CLifford 3-0305
- Louisiana, New Orleans 13: EBCO Sales Co., 1131 Thalia St., Phone 524-1188
- North Carolina, Charlotte: W. H. Lassiter Sales Co., 2506 Lucena St., FRanklin 5-5031
- Tennessee, Chattanooga: Thomas R. McAfee, 140 Market St., AMherst 6-4111
- Tennessee, Memphis: Hal Beard, 173 S. Cooper St., BRoadway 4-1744

ACCURATE INSULATED WIRE CORP., 25 Fox St., New Haven 1, Conn.

ACCURATE MFG. CO., INC., 44 Hepworth Pl., Garfield, N. J. (See advertisement on page 14)
- Florida, Riverview: Bill Crichton & Assoc., P. O. Box 278, TAmpa 40-3051 (Fla.)
- Georgia, Atlanta 8: Frank B. Davis, 708 Spring St., N.W., TRinity 5-2278 (Ala., Ga., E. Tenn.)
- Kansas, Kansas City 15: Robert L. Haizlip Co., 1401 Fairfax Trafficway, MAyfair 1-4700 (Kans., W. Mo.,)
- Louisiana, New Orleans 16: Fred C. Baldridge Co., 525 Godchaux Bldg., JAckson 5-2597 (Ark., La.)
- Missouri, St. Louis 10: C. J. Sampson & Son, 5627 Manchester Ave., MIssion 7-4344 (E. Mo.)
- North Carolina, Charlotte 9: W. H. Lassiter Sales Co., P. O. Box 11014, FRanklin 5-5031 (N. C., S. C.)
- Ohio, Cincinnati 2: Arthur L. Ehlers Co., 1031 Meta Drive, ELmhurst 1-4200 (Ky.)
- Ohio, Greenfield: K. L. Wahlstrom, Route 3 (Miss., W. Tenn.)
- Pennsylvania, Philadelphia 4: William C. Welde & Sons, 120 N. 32nd St., EVergreen 6-0925 (Del., D.C., Md., Va.)
- Pennsylvania, Pittsburgh 34: Barger & Martin, Inc., P. O. Box 10353, Castle Shannon, LOcust 3-5578 (Md., W. Va.)
- Texas, Dallas 35: W. H. "Jack" McAdams Co., 6115 Denton Dr., FL 2-1551 (Okla., Texas)
- Texas, El Paso: R. L. Brewer Co., Inc., P. O. Box 1547, KE 2-7651 (Texas)

ACE LIGHTING PRODUCTS CO., 171 Broad St., S.W., Atlanta 3, Ga.
- Georgia, Atlanta 2: Cam Sales Co., 172 Forsyth St., S.W., P. O. Box 5105, Phone 525-0175 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)

ACE-SYCAMORE, INC., 448 DeKalb Ave., Sycamore, Ill.

ACEC ELECTRIC CORP., 40 E. 49th St., New York 17, N. Y.

ACKER DRILL CO., INC., P. O. Box 830, Scranton 2, Pa.

ACME ELECTRIC CORP., 21 Water St., Cuba, N. Y.
- Florida, Orlando: Glenn Associates, Inc., 672 N. Orange Ave., FR 3-7833 (Fla.)
- Georgia, Atlanta 18: Hopper & McCoy, 870 Northside Dr., N.W., TRinity 2-5803 (Ala., Ga.)
- Kansas, Mission: Halgin Sales, 5920 Nall, Rm. 101, RAndolph 2-2441 (Kans., Mo.)
- Louisiana, New Orleans 12: Weilbaecher & Kennedy, Room 4A, 715 Camp St., Phone 523-7559 (La., Miss.)
- New York, Olean: Robert L. Varley, 1032 Prospect Ave., FR 2-8272 (Ky., Md., W. Va.)
- North Carolina, Greensboro: Barber-Ayers & Assoc., 826 Goldsboro St., Phone 273-3629 (N. C., S. C., Va.)
- Ohio, Cleveland 7: Baehr-Greenleaf & Assoc., 14700 Detroit Ave., ACademy 1-9030 (Ky.)
- Pennsylvania, King of Prussia: Richard J. Donovan, 419 Hillside Rd., BRoadway 9-2341 (Del., Md., Va.)
- Texas, Dallas 10: Fred Army, 4209 Parry Ave., TAylor 1-0567 (Ark., Kans., Okla., Texas)

ACME LANTERNS, INC., 21 Belvidere St., Brooklyn 6, N. Y.

ACME LIGHTING PRODUCTS, INC., 1667 E. 40th St., Cleveland, Ohio

ACME STEEL CO., Fabricated Materials Div., 135th St. & Perry Ave., Chicago 27, Ill.
- Florida, Orlando: J. J. Johns, 1120 Evangeline Ave., Phone 855-0264 (Fla., Ga., S. C.)
- Georgia, Atlanta: M. G. Niergarth, 1200 Oakleigh Dr., PO 7-9793 (Ala., Fla., Ga., Miss.)
- Kansas, Prairie Village: A. B. Williams, 3814 W. 71st Ter., EN 2-8117 (Kans., Mo., Okla.)
- Maryland, Towson: G. V. Smith, Jr., 1428 Putty-Hill Ave., Phone 825-7683 (D.C., Md., Va., W. Va.)
- Missouri, St. Louis 9: R. D. Mudd, 6623 Winona Ave., ST 1-4153 (Mo.)
- North Carolina, Charlotte 9: D. C. Wade, 523 Kenlough Dr., Phone 523-8403 (Ga., N. C., S. C.)
- North Carolina, Winston-Salem: J. A. Wessinger, 1405 Revere Rd., PA 4-0396 (N. C., Va.)
- Ohio, Cincinnati: R. F. Juechter, 321 Glen Oaks Dr., BL 1-2690 (Ky., W. Va.)
- Pennsylvania, Levittown: D. L. Frame, 11 Canoebirch Rd., WI 5-6386 (Del., Md.)
- Tennessee, Nashville 11: D. T. Duke, 583 Valleywood Dr., VE 2-4637 (Ark., Ga., Ky., Miss., Tenn.)
- Texas, Houston 35: D. A. Renz, 9015 Altmount Dr., GY 4-5231 (La., Miss., Texas)
- Texas, Mesquite: A. H. Singler, 3626 LaPrada Dr., BR 9-4385 (Ark., La., Texas)

ACME WIRE CO., Electrical Utilities Div., 1255 Dixwell Ave., Hamden, New Haven 14, Conn.
- Louisiana, New Orleans: Gregory Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ala., Ark., La., Miss., Tenn.)
- North Carolina, Charlotte 4: Purser & London, Inc., 1317 E. Fourth St. (Ala., N. C., S. C.)
- Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St., TEmple 6-4661 (Okla., Texas)
- Pennsylvania, Philadelphia: The Electrical Distributors Co., Penn Square Bldg., LOcust 3-5870 (Del., D.C., Md., Va.)
- Pennsylvania, Pittsburgh 16: Wenz Electric Sales, 3255 W. Liberty Ave., LOcust 3-0107 (W. Va.)
- Texas, Houston 17: Granger Engineering Co., 7935 Glenbrae St., CApitol 5-4963 (Texas)

ADALET MFG. CO., 14300 Lorain Ave., Cleveland 11, Ohio
- Georgia, Atlanta 3: Walter M. Hinson, 270 Peachtree Bldg., N.W., Phone 525-4489 (Ala., Ga.)
- Maryland, Baltimore 2: A. D. Wilson, 508 St. Paul St., SAratoga 7-1424 (Md., Va.)
- Missouri, St. Louis 26: George R. Mitchell Co., 920 Volz Drive, WOodland 2-0887 (Mo.)
- North Carolina, Charlotte 5: Hammond & Hasbrouck Co., 1109 N. Alexander St., P. O. Box 5033, EDison 2-7535 (N. C., S.C.)
- Ohio, Cincinnati 2: Charles J. Leesman Sales Co., Inc., 406 Elm St., Rm. 500, MAin 1-8624 (Ky.)
- Pennsylvania, Philadelphia 43: L. Philip Ertel, 780 S. 52nd St., GRanite 6-9300 (Del.)
- Pennsylvania, Pittsburgh 35: Ronald E. Grinder, 220 Highland Rd., CHurchill 2-3533 (W. Va.)
- Tennessee, Knoxville: Charles B. Turbyville, 935-1 Woodland Ave., Phone 525-0588 (Tenn.)
- Texas, Dallas 35: W. H. "Jack" McAdams Co., 6115 Denton Drive, FL 2-1551 (Okla., Texas)

FRANK ADAM ELECTRIC CO., 3650 Windsor Pl., St. Louis 13, Mo.
- Alabama, Birmingham, Morrison & Stewart, 1929 Cahaba Rd., P. O. Box 6104, TRemont 1-0335 (Ala., Fla., Tenn.)
- Arkansas, Little Rock: N. B. Nichols, 2509 Bishop St., FRanklin 4-6797 (Ark., Ky., Miss., Tenn.)
- Florida, Clearwater: Elmer Rasmussen, 1403 S. Greenwood Ave., P. O. Box 264, Phone 446-2542 (Fla.)
- Florida, Oakland Park: V. W. Lanford, 4050 N.E. 5th Ter., LOgan 4-5046 (Fla.)
- Georgia, Avondale Estates: Herman L. Junghans, P. O. Box 111, BUtler 9-3284 (Ga., S. C., Tenn.)
- Louisiana, Westwego: James Kerner, 732 Wiegand Dr., Phone 347-1654 (La., Miss.)
- Maryland, Baltimore 2: E. A. Gerstenberg, 302 E. Federal St., VErnon 7-1100 (Del., D.C., Md., Va., W. Va.)
- Missouri, Kansas City 8: B. L. McCreary & Son, 1819 Central St., HArrison 1-1668 (Kans., Mo.)
- Missouri, St. Louis 6: Charles W. Dellert, Olivia Bldg., 1023 N. Grand Blvd., JEfferson 3-7100 (Mo.)
- Ohio, Cincinnati: E. J. Redmond & Assoc., 3537 Epley Dr., P. O. Box 51, JAckson 1-8098 (Ky.)
- Oklahoma, Tulsa 5: E. W. Luebbert, 1023 E. 31st St., RIverside 2-8684 (Ark., Kans., Mo., Okla.)
- Pennsylvania, Carnegie: Oatis Sales, Inc., 500 Logan St., WAlnut 2-4922 (Md., W. Va.)
- Texas, Dallas 4: James H. Meece, 2807 Allen St., RIverside 7-0108 (Texas)
- Texas, El Paso: Marshall R. Elmore, P. O. Box 85, PRospect 2-2881 (Texas)
- Texas, Houston: B. L. Winkler, 776-A M & M Bldg., FAirfax 3-6225 (Texas)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Virginia, Richmond 30: W. E. Sullivan Co., Suite S-116, The Mall Willow Lawn Shopping Center, ATlantic 2-4291 and ATlantic 2-4292 (N. C., Tenn., Va.)

ADAMS LIGHTING, INC., 10 First St., Pelham, N. Y.

ADVANCE TRANSFORMER CO., 2950 N. Western Ave., Chicago 18, Ill.
Georgia, Atlanta 3: Edgar E. Dawes & Co., 405 Rhodes Bldg., JA 4-7571 (Ala., Fla., Ga., E. Tenn.)
Indiana, Indianapolis 27: Ernest L. Lester, 5310 S. Capitol Ave., MElrose 5-2361 (Ky.)
Kansas, Prairie Village: Harry Walker, 7410 Mission Rd., ENdicott 2-0922 (Kans., W. Mo.)
Louisiana, New Orleans 16: Colcock-Strickland & Co., 609 Audubon Bldg., Phone 524-5531 (La., Miss.)
North Carolina, Charlotte 8: E. F. Lombardi Co., P. O. Box 8121, EXpress 9-0425 (N. C., S. C.)
Pennsylvania, Philadelphia 3: Harry G. Anschuetz Co., 2014 Chancellor St., LO 4-0872, LO 4-0873 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 27: Clarke & Lype Assoc., 4135 Brownsville Rd., TUxedo 4-4488 (W. Va.)
Tennessee, Memphis: Campbell Sales Agency, 3810 Philsdale, BR 5-7462 (Ark., W. Tenn.)
Texas, Dallas 7: Advance Transformer Co., 111 Manufacturing St., RIverside 7-0167 (Okla., Texas)

AEROTEC INDUSTRIES, INC., Industrial Div., Greenwich, Conn.
Florida, Jacksonville: T. C. Heyward & Co., Rm. 404, 306 W. Adams St., ELgin 5-3521 (Fla.)
Georgia, Atlanta 5: T. C. Heyward & Co., 3330 Peachtree Rd., N.E., Phone 237-0309 (E. Tenn.)
Georgia, Decatur: A. J. Kroog Co., 203 Professional Bldg., 235 Ponce de Leon Ave., DRake 7-6711 (Ala., Ga.)
Kansas, Mission: Hesler Co., Inc., 203 Muntzel-Keach Bldg. (Phone Kansas City, Mo., RAndolph 2-3800) (Kans., W. Mo.)
Louisiana, New Orleans 18: Arthur C. Hays & Assoc., 1128 Dublin St., UNiversity 1-4565 (Ala., La., Miss., W. Tenn.)
Maryland, Baltimore 18: Thermecon, Inc., 11 E. 21st St., CHesapeake 3-3314 (Del., D.C., Md., Va.)
Missouri, St. Louis 8: Economy Equip. Co., 4526 Olive St., FOrest 7-5328 (W. Ky., E. Mo.)
North Carolina, Charlotte: T. C. Heyward & Co., 519 E. Morehead St., FRanklin 7-2678 (N. C., S. C.)
Ohio, Cincinnati 2: Ellman Equip. Co., Inc., 1028 Federal Reserve Bank Bldg., MAin 1-3971 (E. Ky.)
Oklahoma, Tulsa 5: Vanco Engrg. Co., 3311 E. 30th St., RIverside 7-0425 (Ark., Okla., N.W. Texas)
Pennsylvania, Pittsburgh 13: Herr-Harris Co., 3400 Forbes Ave., MUseum 3-3636 (W. Md., W. Va.)
Texas, El Paso: Landes, Zachary & Peterson of Texas, 2137 Mills St., KEystone 3-9060 (Texas)
Texas, Houston 5: C. C. Pryor Co., 2435 N. Boulevard (S. & S.E. Texas)
Virginia, Richmond 19: Frank Howell Co., 17 E. Cary St., Milton 3-8427 (Va.)

AFCO LITE CORPORATION, 1378 N. Wolcott, Chicago 22, Ill.
Florida, Miami: Daved Hess Assoc., 623 Brichnell (Fla.)
Georgia, Decatur: Robert J. Kuzell, 2489 Midway Rd. (Ala., Ga., S. C., Tenn.)
Texas, Dallas: S & S Sales, 2501 South Harwood, (La., Okla., Tex.)
Virginia, Richmond: R. C. Cooke, 2904 W. Clay St. (N.C., Va.)

AINSWORTH LIGHTING, INC., 38-10 29th St., Long Island City 1, N. Y. (See advertisement on page 97)
Alabama, Birmingham: William H. Neville, 247 American Life Bldg., TR 9-8561 (Ala.)
Arkansas, Morrilton: Schlosser & Co., 201 Brown St., FL 4-2474 (Ark., W. Tenn.)
District of Columbia, Washington: Al Fox, 901 Quackenbos St., N.W., STerling 3-3480 (D.C., Md.)
Oklahoma, Oklahoma City 3: Floyd Wilson Co., 519 N.W. 9th St., CEntral 2-2417 (Kans., Okla.)
Pennsylvania, Flourtown: Conrad F. Bond, 1456 Bethlehem Pike. CHestnut Hill 7-6104 (Del.)
Texas, Houston 19: Robert R. Clarke Co., 3115 Allen Pkwy., JAckson 6-4908 (Texas)
Virginia, Virginia Beach: Robert B. Helfrich, 115 Crystal Lake Circle, GArden 8-3278 (Va.)

AIR CONDITIONING PRODUCTS CO., 2340 W. Lafayette Blvd., Detroit 16, Mich.
Alabama, Birmingham 4: Bratton Sales Engineers, 2812 12th Ave., FA 4-8534 and FA 4-8535 (Ala.)
Delaware, Wilmington 99: Artcraft Elec. Supply Co., 208 W. Fourth St. (Md.)
District of Columbia, Washington 7: Stone Htg. & Vent. Co., Inc., 3245 Que St., N.W., FE 8-2420 (D.C.)
Florida, Miami 32: Ousley & Assoc., Inc., 33 N.E. 6th St., FR 1-7664 (Fla.)
Georgia, Atlanta 3: Biglin Assoc., Inc., 177 Harris St., N.W., JA 4-1761 (Ga.)
Kentucky, Lexington: Brock-McVey Co., Inc., Box 321, Phone 5-2510 (Ky.)
Louisiana, Baton Rouge: Doherty-Silentaire Co., P. O. Box 2468, DI 2-6112 (La.)
Maryland, Baltimore 18: Taze & Hewitt, Inc., 33 E. 21st St., BE 5-5895 (Md.)
Mississippi, Columbus: Mitchell Engineering Co., P. O. Box 867, FA 8-6722 (Miss.)
Missouri, Kansas City 8: Manufacturers' Sales Co., 1733 Locust St., GR 1-5655 (Mo.)
North Carolina, Charlotte 1: Franklin-Morgan Co., Inc., P. O. Box 391, Phone 376-2781 (N. C.)
Oklahoma, Oklahoma City 5: Jones Newby Supply Co., Box 3306, Capitol Station, JA 5-3341 (Okla.)
Tennessee, Nashville: Demonbreun, 4909 Tanglewood Dr., CA 8-4364 (Tenn.)
Texas, Houston: F. R. Young Co., 5402 Bell, WA 3-6695 (Texas)
Virginia, Norfolk 17: J. A. Hagan, Jr., 820 W. 21st St., MA 2-2751 (Va.)

AIR PREHEATER CORP., 60 E. 42nd St., New York 17, N. Y.

AIRGARD MFG. CO., 362 W. Erie St., Chicago 10, Ill.

AIR-MARINE MOTORS, INC., 369 Bayview Ave., Amityville, N. Y.

ALBION DIV., McGraw-Edison Corp., 701 N. Clark St., Albion, Mich.
Colorado, Denver 10: A. J. Nelson Co., 710 E. Louisiana St., PEarl 3-5528 (Texas)
Florida, Coconut Grove, Miami: A. R. Morse, P. O. Box 81, HI 8-0679 (Fla.)
Georgia, Atlanta 7: Corvette-Tippin Co., 532 N. Highland Ave., N.E., JA 2-2090 and JA 2-9256 (Ala., Ga., S. C.)
Georgia, Atlanta 9: Pendergraph-Jackson & Assoc., Eleventh St., N.E., TRinity 6-0506 (Ga.)
Kentucky, Louisville 6: James F. Donoghoe Co., 660 Upland Rd., TWinbrook 3-5618 (Ky., W. Va.)
Louisiana, Harahan: Perrier & Engler, P. O. Box 23021, Phone 729-7981 or 721-0982 (La., Miss.)
Maryland, Baltimore 15: Frank S. Grott & Co., 4012 Pinkney Rd., HOpkins 7-1078 (Md., Va., W. Va.)
Missouri, Kansas City 8: Les Brickman & Co., Inc., 2110 Grand Ave., BAltimore 1-8787 (Kans., Mo., Okla.)
Missouri, Kansas City 8: Earl Goetze Co., Inc., 2836 Main St., PLaza 3-2030 (Mo.)
Missouri, St. Louis 3: Alvin M. Goldstein & Assoc., 2324 Olive St., MAin 1-9477 (Mo.)
Missouri, St. Louis 23: Leonard R. Kelley & Co., 8026 Morgan Ford Rd., HU 1-2815 (Mo.)
North Carolina, Charlotte: Fred A. Barnette, P. O. Box 133, FR 5-5769 (N. C., S. C.)
Ohio, Cincinnati 2: Edwards Air Cond. Sales Co., 626 Broadway, MAin 1-6955 (Ky., W. Va.)
Pennsylvania, Drexel Hill: L. J. Alyan Co., 459 Burmont Rd., CLearbrook 9-5100 (Del.)
Pennsylvania, Philadelphia 50: Harry A. Douil, 2342 Cheltenham Ave., WAverly 4-7625 (Del.)
Pennsylvania, Pittsburgh: Edward W. Link Co., 101 Wilmar Dr., STerling 2-1177 (W. Va.)
South Carolina, Columbia: B. W. Kirby, 3615 Verner St. (N. C., S. C.)
Tennessee, Chattanooga: Butler & Conley, 3237 Brainerd Rd., MA 2-7529 (Ala., Fla., Ky., Tenn., Va.)
Tennessee, Jackson: Sam Surratt, 231 Cedar St., Phone 2-3623 (Ala., Ark., Miss., Tenn.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RIverside 1-5931 (Ark., Texas)
Virginia, Norfolk: George Samuels, 419 Board of Trade Bldg., Phone 625-0361 (Md., Va., W. Va.)
Virginia, Norfolk: Webster & Assoc., 3313 Tait Ter., UL 5-4729 (Md., N. C., Va.)

ALKCO MFG. CO., 4224 N. Lincoln Ave., Chicago 18, Ill.
Alabama, Birmingham 9: William J. Broughton, 303 Hampton Dr., TRemont 1-3291 (Ala., Fla.)
District of Columbia, Washington 7: Arnold A. Korab & Assoc., 3308 M. St., N.W., FE 3-8234 (D.C., Md.)
Florida, Orlando: Richard A. Gale, 2301 Howard Dr., MIdway 7-0584 (Fla.)
Georgia, Atlanta: Don Reiman, 3110 Maple Dr., N.E., Phone 231-1972 (Ga.)
Kentucky, Lexington: J. A. Jobert, 143 S. Arcadia Park, Phone 4-9538 (Ky.)
Louisiana, New Orleans 12: O. E. Barron, 621 Commercial Place, JAckson 2-3101 (La., Miss.)
Missouri, St. Louis 37: Elmer E. Scheetz, Jr., 11532 Placer Ave., SHerwood 1-0474 (Kans., Mo.)
North Carolina, Charlotte 9: Louis J. Coleman, 316 Scofield Rd., FRanklin 5-4317 (N. C., S. C.)
Pennsylvania, Philadelphia 3: R. W. Knight, Penn Lighting Sales Corp., 224 N. 16th St., CU 8-5600 (Del.)
Pennsylvania, Pittsburgh 34: William H. McKee, 290 Roycroft Ave., LOcust 3-4144 (W. Va.)
Tennessee, Memphis 11: Tom Campbell, 3810 Philsdale (Tenn.)
Texas, Dallas 30: W. J. Childers, 13619 Sprucewood (Texas)

ALLEN COOLER & VENTILATOR, INC., 704 Woodward Ave., Rochester, Mich.
Alabama, Birmingham 3: Associated Engineers, 3716 3rd Ave., S., LYric 2-8116 (Ala.)
Alabama, Mobile: Shearer & Rayford, 2504 Old Shell Rd., GReenwood 9-4581 (Ala.)
Alabama, Montgomery 2: Morton Sales Co., Inc., 782 S. Hull St., AMherst 2-4877
Arkansas, Little Rock: Richard S. Vinsant, P. O. Box 2536, MOhawk 6-0029 (Ark.)
Florida, Miami 35: Kelley Associates, Inc., 1521 S.W. 11th Ter., FRanklin 4-4273 (Fla.)
Florida, Tampa 11: Henry G. Graham, P. O. Box 13246, Phone 66-3251 (Fla.)
Georgia, Atlanta 13: Felix J. Commagere, 157 Simpson St., N.W., JAckson 5-2761 (Ga.)
Kansas, Kansas City 15: General Heating Specialty Co., 1401 Fairfax Tfcwy., DRexel 1-1872 (Kans., Mo.)
Kentucky, Lexington: Wides Material Co., 700-708 E. 7th St., Phone 4-3022 (Ky.)
Kentucky, Louisville 2: Equipment & Specialties Co., 1810 Rosedale, GL 1-5343 (Ky.)
Louisiana, Shreveport: Johnson-Jones Engrg., Co., P. O. Box 304, Phone 868-2754 (La.)
Missouri, St. Louis 1: Lane Machinery Co., 419 Buder Bldg., CEntral 1-0011 (Mo.)
North Carolina, Charlotte: W. Fred Casey & Co., 401 S. Mint St., EDison 4-0732 (N. C., S. C.)
Oklahoma, Oklahoma City: George Wilson, 1217-19 W. Reno St., CEntral 2-2191 (Kans., Okla.)
Tennessee, Chattanooga 4: Hale Specialties, Inc., 1077 Duncan Ave., MAdison 4-3391 (Tenn.)
Tennessee, Memphis 11: Hurston-Conaway, Inc., 4745 Poplar St., MU 2-5623 (Miss., Tenn.)
Texas, Dallas 8: Metal Products Co., 2326 Topeka St., Riverside 2-2031 (Texas)
Texas, El Paso: G. M. W. Sales, Inc., Electric Bldg., KEystone 2-5439 (Texas)
Texas, Houston 17: H. L. Thompson Co., 6456 McGrew St., MIssion 4-5671 (La., Texas)
Texas, San Antonio 12: L. S. Pawkett & Co., 733 E. Evergreen Ct., CApitol 6-1291 (Texas)
Virginia, Richmond 1: Power Equip. Co., 1307 W. Main St., ELgin 5-2888 (Va.)

L. B. ALLEN CO., 9329 Bernice, Schiller Park, Ill.

ALLEN-BRADLEY CO., 136 W. Greenfield Ave., Milwaukee 4, Wis.
Alabama, Birmingham 5: Allen-Bradley Co., 825 S. 22nd St., FAirfax 3-1561 (Ala., Miss.)
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., Room 121 (Ark., La., Miss., Tenn., Texas)
Florida, Jacksonville 7: Van & Smith Co., Inc., 1444 June St., EXbrook 8-0531 (Fla., Ga.)
Florida, Miami 44: Charles R. Lee & Assoc., Inc., 3796 W. Flagler St., Highland 4-7414 (Fla.)
Florida, Tampa 9: Van & Smith Co., Inc., 4025 Henderson Blvd., Phone 8-3632 (Fla.)

Georgia, Atlanta 18: Roy E. Wilson Co., 1062 Northside Drive, N.E., TRinity 6-8833 (Ga.)
Iowa, Des Moines 9: Deco Engineering Products, 1112 Locust St., ATlantic 8-5721 (Mo.)
Kentucky, Louisville 17: The Rietze Co., 2209 S. Floyd St., MElrose 7-3603 (Ky.)
Louisiana, New Orleans 13: Robbins & Robbins, 1037 Magazine St., JAckson 2-5805 (Ala., Fla., La., Miss.)
Louisiana, Shreveport: Curtis H. Stout, Inc., 409 Fairfield Bldg., Phone 425-5485 (Ark., La., Texas)
Maryland, Baltimore 2: Harry M. Wood & Co., Inc., 124 Light St., MUlberry 5-4643 (Del., D.C., Md., Va., W. Va.)
Missouri, Kansas City 8: Allen-Bradley Co., 1818 Main St., HArrison 1-4595 (Kans., Mo.)
Missouri, St. Louis 6: Allen-Bradley Co., 904 N. Grand Blvd., JEfferson 5-1901 (Mo.)
Nebraska, Omaha 2: Midwest Equip. Co., 1614 Izard St., Phone 341-7600 (Mo.)
New Mexico, Albuquerque: Walter Dolde Sales Co., 114 Morningside Dr., N.E., ALpine 6-0307 (Texas)
North Carolina, Charlotte 3: LeRoy P. Spoon, 307 Lincoln St., EDison 4-6334 (N. C., S. C.)
Ohio, Cincinnati 2: Allen-Bradley Co., 2331 Reading Rd., PArkway 1-4482 (Ky.)
Oklahoma, Tulsa 10: John W. Elder Co., 1526 E. 4th St., DIamond 3-9149 (Kans., Okla.)
Pennsylvania, Pittsburgh 16: Allen-Bradley Co., 2721 W. Liberty Ave., Fieldbrook 1-2822 (Md., W. Va.)
Pennsylvania, Upper Darby: Allen-Bradley Co., 235 Fairfield Ave., JAckson 8-6943 (Del.)
Tennessee, Knoxville 17: Bowditch & Co., 1311-C N. Broadway, Phone 524-2513 (Ga., Ky., N. C., Tenn., Va.)
Tennessee, Memphis 3: Curtis H. Stout of Tennessee, Inc., 718 M & M Bldg., 198 S. Main St., JAckson 6-7601 (Tenn.)
Texas, Abilene: A & A Supply Co., 2457 Idlewild St., ORchard 4-4575 (Texas)
Texas, Dallas 1: Allen-Bradley Co., 2810 McKinney Ave., TAylor 3-6179 (Texas)
Texas, Houston 3: Allen-Bradley Co., 2105 McKinney Ave., CApitol 5-0747 (Texas)
Virginia, Richmond 19: Allen-Bradley Co., 16 N. 8th St., MIlton 3-4338 (Va.)
West Virginia, Charleston 1: Henry E. Payne, 918 Kanawha Blvd., E., Dickens 3-1393 (Ky., W. Va.)

ALLEN-STEVENS CONDUIT FITTINGS CORP., 33-53 62nd St., Woodside 77, N. Y.
California, Beverly Hills: Sam Gamson, 223 S. McCarthy Drive, BRadshaw 2-2363 (Texas)
Florida, Miami 61: Raymond Scheer, 400 N.W. 147th Ter., Wilson 5-6637 (Fla.)
Georgia, Atlanta 5: J. T. Fulwiler Co., 3133 Maple Dr., N.W., CEdar 7-1529 (Ala., Ga., Tenn.)
Kentucky, Lexington: Henry M. Baldwin, Jr., 1240 Kastle Dr., Phone 6-4650 (Ky.)
Louisiana, New Orleans 12: Weilbaecher and Kennedy, 620 Girod St., Phone 523-7559 (La., Miss.)
Maryland, Baltimore 2: Robert P. Auer, 305 Tower Bldg., MUlberry 5-5423 (D.C., Md., Va.)
Missouri, Kansas City 1: Schooler-Gorman Co., 1224 W. 9th St., VIctor 2-0733 (Kans., Mo.)
Missouri, St. Louis 4: Ajax Electric Sales Co., 1824 S. 18th St., PRospect 3-4139 (Mo., Tenn.)
North Carolina, Raleigh: Allen G. Gill, Box 5643, HOpkins 7-3941 (N. C., S. C., Va.)
Pennsylvania, Philadelphia 47: Frank W. Richardson, 843 S. Front St., DEwey 4-6800 (Del., Md.)
Pennsylvania, Pittsburgh 12: E. Ralph Fargotstein Co., 119 Federal St., ALlegheny 1-2600 (W. Va.)
Texas, Dallas 7: Jack P. Morgan Co., Inc., Box 10755, 220 Griffin St., Riverside 2-8371 (Texas)

ALLIED PRECISION INDUSTRIES, 425 Stevens St., Geneva, Ill.

ALLIS-CHALMERS MFG. CO., 938 S. 70th St., Milwaukee 1, Wis.
Alabama, Birmingham 9: Allis-Chalmers Mfg. Co., 1824 29th Ave., S., TR 9-8621 (Ala.)
Florida, Jacksonville 7: Allis-Chalmers Mfg. Co., 1628 San Marco Blvd., EX 8-6441 (Fla., Ga.)
Florida, Miami 32: Allis-Chalmers Mfg. Co., 25 S.E. 2nd Ave., FR 9-5691 (Fla.)
Florida, Tampa 1: Allis-Chalmers Mfg. Co., 1723 Grand Central Bldg., Phone 2-8371 (Fla.)
Georgia, Atlanta 3: Allis-Chalmers Mfg. Co., 57 Forsythe St., N.W., JA 2-7116 (Ga., N. C., S. C.)
Indiana, Evansville 9: Allis-Chalmers Mfg. Co., 329 Main St., HA 4-8219 (Ky.)
Kansas, Wichita 2: Allis-Chalmers Mfg. Co., 114 S. Main St., FO 3-9762 (Kans.)
Kentucky, Louisville 8: Allis-Chalmers Mfg. Co., 233 East Burnett Ave., ME 7-5478 (Ky.)
Louisiana, New Orleans 12: Allis-Chalmers Mfg. Co., 2001 Canal St., JA 5-8623 (Ala., Fla., La., Miss.)
Louisiana, Shreveport 23: Allis-Chalmers Mfg. Co., 624 Travis St., Phone 2-3274 (Ark., La., Texas)
Maryland, Baltimore 18: Allis-Chalmers Mfg. Co., 1115 E. 30th St., HO 7-4480 (Del., Md., Va.)
Missouri, Kansas City 8: Allis-Chalmers Mfg. Co., 1734 Main St., VI 2-0132 (Kans., Mo.)
Missouri, St. Louis 5: Allis-Chalmers Mfg. Co., 7912 Bonhomme Ave., PA 6-5454 (Mo.)
North Carolina, Charlotte 6: Allis-Chalmers Mfg. Co., 300 E. Seventh St., ED 5-1667, ED 5-1668 and ED 5-1669 (N. C., S. C.)
Ohio, Cincinnati 6: Allis-Chalmers Mfg. Co., 1501 Madison Rd. (Ky.)
Oklahoma, Oklahoma City 1: Allis-Chalmers Mfg. Co., 401 N. Harvey, RE 9-1631 (Okla.)
Oklahoma, Tulsa 3: Allis-Chalmers Mfg. Co., 320 E. Archer St., GI 7-9163 (Ark., Okla.)
Tennessee, Chattanooga 3: Allis-Chalmers Mfg. Co., Hamilton Natl. Bank Bldg., AM 6-5101 (Tenn.)
Tennessee, Knoxville 2: Allis-Chalmers Mfg. Co., 531 S. Gay St., Phone 2-2165 (Ky., Tenn., Va.)
Tennessee, Memphis 3: Allis-Chalmers Mfg. Co., 46 N. Third St., JA 7-0377 (Ark., Ky., Miss., Mo., Tenn.)
Texas, Abilene: Allis-Chalmers Mfg. Co., 412 First Natl. Bank Bldg., OR 4-3472 (Texas)
Texas, Amarillo: Allis-Chalmers Mfg. Co., 301 Polk St., DR 3-1766 (Kans., Okla., Texas)
Texas, Beaumont: Allis-Chalmers Mfg. Co., 330 Liberty St., TE 5-2535 (Texas)
Texas, Corpus Christi: Allis-Chalmers Mfg. Co., 416 N. Chaparral St., TU 3-8521 (Texas)
Texas, Dallas 2: Allis-Chalmers Mfg. Co., 1800 N. Market St., RI 2-7144 (Texas)
Texas, El Paso: Allis-Chalmers Mfg. Co., 502 Electric Bldg., KE 3-9517 (Texas)
Texas, Fort Worth 1: Allis-Chalmers Mfg. Co., 408 W. 7th St., ED 2-8331 (Texas)
Texas, Houston 3: Allis-Chalmers Mfg. Co., 1104 Dowling St., CA 5-0691 (Texas)
Texas, San Antonio 5: Allis-Chalmers Mfg. Co., 902 Frost Natl. Bank Bldg., CA 7-7022 (Texas)
Virginia, Richmond 19: Allis-Chalmers Mfg. Co., 3311 W. Broad St., EL 8-3851 (N. C., Va.)
West Virginia, Charleston 1: Allis-Chalmers Mfg. Co., 179 Summers St., DI 3-9505 (Ky., Va., W. Va.)

ALL-STEEL EQUIPMENT, INC., 110 Griffith Ave., Aurora, Ill. (See advertisement on page 26)
Florida, Miami 47: James & Assoc., P. O. Box 47-456, OXford 6-0611 (Fla.)
Georgia, Atlanta 18: Hopper & McCoy, P. O. Box 2527, Sta. D., TRinity 2-5803 (Ala., Ga., Tenn.)
Kentucky, Louisville 20: R. A. Esterle, 3041 Rosedale Blvd., GLendale 4-0121 (Ky.)
Louisiana, New Orleans 19: Jack Hagan, 2837 Banks St., HUnter 8-7167 (La., Miss.)
Maryland, Baltimore 15: Bloom Assoc., 3000 Ridgewood, LIberty 2-1633 (D.C., Md., Va.)
Missouri, Kansas City: Nulik-McCormick Co., 5214 E. 24th, CHestnut 1-3949 (Kans., W. Mo.)
Missouri, St. Louis 19: Ralph Hinchman Co., 324 Papin, WOodland 2-8342 (E. Mo.)
North Carolina, Greensboro: Barber-Ayers & Assoc., P. O. Box 570, BRoadway 3-9108 (N. C., S. C., Va.)
Oklahoma, Tulsa 4: Hamco Sales, 2239 E. 6th St., WEbster 9-5771 (Okla.)
Pennsylvania, Philadelphia 6: Irving Shapiro, 220 Quarry St., MArket 7-6424 (Del.)
Pennsylvania, Pittsburgh 1: Charles R. Norrish Co., 2900 Smallman St., ATlantic 1-8466 (W. Va.)
Tennessee, Memphis: Byron Carson, 3294 Poplar St., GLendale 2-0455 (Ark., W. Tenn.)
Texas, Dallas 7: Jim Randall Co., 1917 Levee St., RIverside 2-2350, 2-4341 (Texas)

ALPHA WIRE CORP., 200 Varick St., New York 14, N. Y.
Georgia, Atlanta 9: James Millar Assoc., 1036 Peachtree St., N.E., P. O. Box 7116, Sta. C., TRinity 6-0919 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Indiana, Indianapolis 20: Thomas & Sukup, Inc., 2060 E. 54th St., CLifford 1-4574 (Ky.)
Missouri, Kansas City: Florence & Meyer, Inc., 406 W. 34th St., LOgan 1-7282 (Kans., Mo.)
New York, New York 14: Alpha Wire Corp., 200 Varick St., AL 5-5400 (Del., D.C., Md.)
Texas, Dallas 7: The Texport Co., 2147 Farrington St., Riverside 8-6458 (Ark., La., Miss., Okla., Texas)
Virginia, Richmond 29: Ed Martin & Co., P. O. Box 4586 Vassar Rd., ATlantic 8-3985 (Va.)

ALTEC, INC., 1730 Vanderbilt Rd., Birmingham, Ala.
(Request inquiries sent to address given)

ALTHEIMER & BAER, INC., 404 North Wells, Chicago 10, Ill.

ALUMINUM BOX SHOP, INC., Metal Products Div., Pearce-Simpson Co., 8060 S.W. 69th Ave., S. Miami, Fla.

ALUMINUM CO. OF AMERICA, 1501 Alcoa Bldg., Pittsburgh 19, Pa.
(See Rome Cable Div. of Alcoa)

ALWALT MANUFACTURING CO., P. O. Box 1171, Modesto, Calif.
Arizona, Phoenix: William Benndorf Co., 221 E. Camelback Rd., CR 7-1662 (Texas)
Missouri, Kansas City 10: F. A. Bettis Co., 3718 Broadway, JE 1-1530 (Kans., W. Mo.)
Missouri, St. Louis 38: Elmer E. Scheetz, Jr., 11532 Placer Ave., SH 1-0474 (E. Mo.)
Oklahoma, Oklahoma City: Perkins Brothers Sales Co., 1411 Classen Blvd., JA 4-7535 (Okla.)
Texas, Dallas 6: Galvin Sales Co., 6222 N. Central Expressway., EM 8-3878 (Ark., La., Texas)

AMBORY CORP., 21321 Stephenson Highway, Hazel Park, Mich.

AMCO PLASTIC PIPE CO., 2002 Davis St., San Leandro, Calif.
(Request inquiries sent to address given)

AMERICAN BLOWER DIV. OF AMERICAN-STANDARD, 8111 Tireman St., Detroit 32, Mich.

AMERICAN CABLE CO., Steel & Wire Div., 2101 N. 2nd St., Philadelphia, Pa.

AMERICAN CONCRETE CORP., 5092 N. Kimberly Ave., Chicago 30, Ill.
Georgia, Decatur: J. O. Hammond, 403 W. Ponce de Leon Ave., DRake 8-8876 (Ala., Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans 12: E. R. Stoffer, 610 Poydras St., JAckson 2-2164 (Ark., La., Miss.)
Maryland, Baltimore 7: J. D. Lang, 1811 N. Rolling Rd., WIndsor 4-0551 (Del., Md., N. C., Va.)
Missouri, Kansas City 10: A. W. Crary, 5436 Wayne Ave., HIland 4 7473 (Ark., Kans., Mo., Okla.)
Texas, Dallas 25: G. C. Buchanan, 3645 Southwestern Blvd., EMerson 1-5708 (Okla., Texas)

AMERICAN COOLAIR CORP., 3604 Mayflower St., P. O. Box 2300, Jacksonville 3, Fla.
Alabama, Birmingham 1: Brownlee-Morrow Engineering Co., 745 N. 44th St., LYric 2-8143 (Ala., W. Fla.)
Arkansas, Little Rock: Allen Bullard Co., 509 E. Markham, FR 5-8227 (Ark.)
District of Columbia, Washington 7: The F. C. Clifford Co., 2315 L St., N.W., FEderal 7-2330 (D.C., W. Md., N. Va.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Florida, Jacksonville 7: George Weeks & Assoc., P. O. Box 5851, EXbrook 8-7481 (N. Fla., S. Ga.)
Florida, Miami: Hill Fan Co., 3397 N.W. 67th St., OX 1-6001 (S. Fla.)
Florida, Tampa 9: Robert S. Belcher, 201 South Woodlynne Ave., REdwood 6-1443 (W. Fla.)
Georgia, Atlanta 3: John L. Underwood Co., Inc., 555 Whitehall, S.W., MUrray 8-7878 (Ga., E. Tenn.)
Louisiana, New Orleans 22: Fred M Erichson Co., 5705 St. Roch Ave., Phone 282-2554 (S. La., S. Miss.)
Louisiana, Shreveport: Johnson Sales Engrg. Co., 311 Gladstone, Phone 868-2754 (S. Ark., W. La., E. Texas)
Maryland, Baltimore 11: Better Air Products, 3805 Hickory Ave., TUxedo 9-0571 (S. Del., Md.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, EMerson 2-1671 (E. La., Miss.)
Missouri, Kansas City 8: Heaven Engrg. Co., 1529 Oak St., VIctor 2-7356 (Kans., W. Mo.)
Missouri, St. Louis: R. C. Leinberger Co., 12342 Manchester Rd., YOrktown 6-3856 (E. Mo.)
North Carolina, Charlotte: Howard V. Caton Co., 230 N. Torrence St., FR 5-2028 (N. C., S. C.)
North Carolina, Charlotte 7: Jim Sangster Sales Agency, 6130 Old Providence La., EMerson 6-2639 (N. C., S. C.)
Ohio, Cincinnati 38: G. V. Sutfin Co., 4901 Foley Rd., GRandview 1-4000 (N. Ky.)
Oklahoma, Oklahoma City 2: Federal Corp., 120 E. Main St., FOrest 5-7301 (Okla.)
Pennsylvania, Philadelphia 6: John F. Scanlan, Inc., 330 Race St., WAlnut 3-2171 (N. Del.)
Pennsylvania, Pittsburgh 24: Busch Co., 4907 Penn Ave., EMerson 2-6000 (W. Md., N.W. Va.)
Tennessee, Memphis 4: Flinn Engrg. Co., 123 N. Cleveland, BR 4-1632 (E. Ark., W. Ky., S. Mo., W. Tenn.)
Texas, Dallas 35: A. Q. Roberts, 2608 Inwood Rd., FL 7-5811 (E. Texas)
Texas, El Paso: Boyd Engrg. Co., Inc., 609 Laurel St., KEystone 3-7575 (W. Texas)
Texas, Houston 19: W. L. Lashley & Assoc., 1529 Haddon St., JA 9-3837 (S. Texas)
Texas, Lubbock: C. H. E., Inc., 2109 Avenue Q, Rm. 228, POrter 3-5212 (W. Texas)
Texas, San Antonio: L. S. Pawkett & Co., 1927 N. St. Mary's St., CA 6-1291 (S. Texas)
Virginia, Richmond 19: L. A. Bernert Co., 300 E. Main St., Rm. 302, MIlton 3-0167 (Va.)

AMERICAN CREOSOTING CORP., Gulf States Creosoting Div., 112 S. Fifth St., Louisville, Ky.

AMERICAN DRYER CORP., 1405 Locust St., Philadelphia 2, Pa.

AMERICAN ELECTRIC MFG. CORP., 3271 Chelsea Ave., Memphis, Tenn.
Alabama, Birmingham: Godfrey W. Glenn, 3205 Second Ave., AL 2-0209 (Ala., N.W. Fla., Ga.)
Georgia, Avondale Estates: Clarence Huhman, Godfrey Glenn Agency, P. O. Box 627, HI 3-9960 (Ga.)
Maryland, Sumner 16: Del Eastburn, C. A. Briggs Assoc., 5110 Nahant St. (Md.)
Missouri, St. Louis 1: Gordon Karraker, 260 Paul Brown Bldg., CE 1-3666 (E. Mo.)
North Carolina, Cary: Fred Woods, Route 1, Box 16B, HOpkins 7-2151 (N. C., S. C.)
Pennsylvania, Glenside: C. A. Briggs Assoc., 220 S. Easton Rd., TU 7-4080 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 35: Continental Sales & Engrg., Co., P. O. Box 10505, CHurchill 1-5660 (W. Va.)

AMERICAN ELECTRIC SWITCH DIV., Clark Controller Co., 1146 E. 152nd St., Cleveland 10, Ohio
District of Columbia, Washington 1: Bradley Co., Inc., 210 H St., N.W., P. O. Box 1928, REpublic 7-1300 (D.C., E. Md.)
Florida, Miami 37: John S. McWhorter, Inc., 49 N.E. 22nd St., FRanklin 9-8122 (S. Fla.)
Georgia, Atlanta 3: Berry-Elsberry Co., Inc., 47 Alabama St., S.W., JAckson 2-2563 (Ala., N. Fla., Ga., N. Miss., Tenn.)
Indiana, Indianapolis 5: Bennett Electric Sales, 909 E. 38th St., WAlnut 5-0125 (E. Ky.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans., W. Mo.)
Missouri, St. Louis 5: Arbelter Co., 3721 Washington Ave., OLive 2-6995 (E. Ark., E. Mo.)
North Carolina, Greensboro: Wilson P. Byrd, P. O. Box 6101, Summit Station, BRoadway 3-5932 (N. C., S. C., Va.)
Ohio, Cincinnati 43: Lusty-Thomson Co., 7010 Miami Ave., P. O. Box 582, LOcust 1-6616 (W. Ky.)
Pennsylvania, Ardmore (Phila.): The Clark Controller Co., 119 Coulter Ave., GReenwood 7-0707 (Del.)
Pennsylvania, Pittsburgh 12: H. W. Groetzinger Co., 410 E. Gen. Robinson St., ALlegheny 1-6280 (W. Md., Western Va.)
Texas, Dallas 18: J. M. Tuite, 9259 Vinewood Dr., P. O. Box 28176, DAvis 7-4765 (E. Okla., Texas)

AMERICAN FLEXIBLE CONDUIT CO., INC., 969 Shawmut Ave., P. O. Box 128, S. Branch, New Bedford, Mass.
Georgia, Atlanta 8: Ernest T. Loyd, Inc., 69 Mills St., N.W., MUrray 8-9104 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RIverside 1-5931 (Ark., La., Miss., Okla., Texas)

AMERICAN FLUORESCENT CORP., 1234 N. Pauline St., Chicago 22, Ill.

AMERICAN INSULATED WIRE CORP., 36 Freeman St., Pawtucket, R. I.
Louisiana, New Orleans 25: Orlick-Kolmaister, 2536 Poydras St., JAckson 5-7934 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Texas, Va.)

AMERICAN LANTERN CO., P. O. Box 540, Newport, Ark.
Florida, Miami: Ray Sheer, 400 N.E. 147th Ter., (Fla.)
Georgia, Macon: Davis-Purcel, 575 Arch at Second St., SH 3-3761 (Ala., Ga.)
Missouri, St. Louis 9: Ed. Melin, 2725 Clifton Ave., MI 7-5950 (Ark., Kans., Mo.)
North Carolina, Charlotte 9: Glen Schnupper, 5615 Glen Forest Drive, EM 6-1528 (N. C., S. C., Va.)
Ohio, Beachwood Village 21: E. Eskin, 2167 Cedarview Rd., EV 2-2641 (W. Va.)
Pennsylvania, Philadelphia: Jack Bernstein, 915 Gilham St., FI 2-3195 (Del., D.C., Md.)
Tennessee, Franklin: James L. Griffith, Manley Rd., Route 3, SW 4-1277 (Tenn.)
Texas, Dallas 9: Jerry Berk, P. O. Box 7031, FL 2-8627 (Okla., Texas)

AMERICAN LOUVER CO., 4240 N. Sayre Ave., Chicago 34, Ill.

AMERICAN METAL MOLDING CO., 146 Colt St., Irvington 11, N. J. (See advertisement on page 86)
Florida, Miami 42: Suchman Assoc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta: C. C. Myrick, Jr., Kennedy & Elm Sts., JAckson 2-8953 (Ala., Ga., S. C., Tenn.)
Kansas, Wichita 8: Walter Zimmermann, P. O. Box 3621, Munger Sta., MU 3-3161 (Kans.)
Missouri, St. Louis 8: Arbelter Co., 3721 Washington Ave., OLive 2-6995 (Mo., Tenn.)
North Carolina, Raleigh: Allen G. Gill, P. O. Box 5643, HOpkins 7-3941 (N. C.)
Pennsylvania, Philadelphia 4: William C. Welde & Sons, 120 N. 32nd St., EVergreen 6-0925 (Md.)
Pennsylvania, Pittsburgh 1: Charles R. Norrish Co., 2900 Smallman St. (Md., W. Va.)
Texas, Dallas 7: J. D. Martin Co., 1111 Dragon St., RL 1-3471 (La., Okla., Texas)

AMERICAN PAMCOR, INC., 181 Hillcrest Ave., Havertown, Pa.
Georgia, Atlanta 9: Victor Stepka, 1216 Spring St., N.W., TRinity 3-2271 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Illinois, Chicago 30: Fred Williams, 5555 Northwest Hwy., ROdney 3-0882 (Ark., Kans., Ky., Miss., Mo., Tenn.)
Missouri, Kansas City: Robert Klote, 1515 Walnut St., GRand 1-1656 (Kans., Mo.)
Missouri, St. Louis 9: Robert Klote, 4243 Sulphur, Hampton Village, VErnon 2-5363 (Ark., Ky., Miss., Mo., Tenn.)
Ohio, Cincinnati 15: Joseph Bouzek, 416 W. Benson St., Suite B, 2nd Fl., VAlley 1-6651 (Ky.)
Pennsylvania, Havertown: D. E. Kochenour, 805 W. Chester Pike, Hilltop 9-2828 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh: Emil Stanton, 300 Mt. Lebanon Blvd., Rm. 200-A, LOcust 1-7884 (Ky., Md., N. C., Va., W. Va.)
Texas, Dallas 7: Robert Adkinson, 965 Slocum St., RIverside 2-5151 (Ark., La., Okla., Texas)
Texas, Houston 6: Harold Johnston, 3230 Mercer, Suite 116, JAckson 2-5992 (La., Miss., Texas)

AMERICAN PHENOLIC CORP., 1830 S. 54th Ave., Chicago 50, Ill.

AMERICAN STAIR-GLIDE CORP., 6026 Troost Ave., Kansas City 10, Mo.

AMERICAN STEEL & WIRE DIV., U. S. Steel Corp., Rockefeller Bldg., Cleveland 13, Ohio (See United States Steel Corp., Tennessee Coal & Iron Div.)

AMERICAN-SAINT GOBAIN CORP., Box 929, Kingsport, Tenn.

AMERICAN-STANDARD, Electric Heating Div., 40 W. 40th St., New York 18, N. Y. (See advertisement on pages 32 & 33)
Georgia, Atlanta: Cary Chapman & Co., 600 Trusco Way, S.W., PLaza 8-4506 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Maryland, Baltimore 18: John Rosche, 30 E. 25th St., VAlley 3-3335 (D.C., S.E. Md.)
Missouri, St. Louis 10: George F. Heath Co., Inc., 4030 Chouteau Ave., JEfferson 1-6167 (Kans., Mo.)
Ohio, Cincinnati 37: Block & Cooper, 1050 Meta Dr. (Ky., W. Va.)
Pennsylvania, Philadelphia: Paul F Gallagher, Suite 905-06 Bellevue Court Bldg., 1418 Walnut St., PE 5-3520 and PE 5-3521 (Del., N. W. Md.)
Texas, Dallas: George E. Anderson Co., 1901 Griffin St., RI 1-5931 (Ark., Okla., Texas)

AMP, INC., 7337 Eisenhower Blvd., Harrisburg, Pa.

AMPERE INDUSTRIES, 60 Boston St., Newark 3, N. J.
Delaware, Milton: M. A. Keller, Jr., Box 175, Phone 645-8666 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)

AMPLEX CORP., 214 Glen Cove Rd., Carle Place, Long Island, N. Y.
Florida, Miami: Jules J. Dreyfuss' Sons, P. O. Box 42187, NEwton 5-0391 (Fla.)
Georgia, Atlanta 3: Jules J. Dreyfuss' Sons, 324 Peters St., S.W., MUrray 8-6886 (Ala., Ga., N. C., S. C., Tenn.)
Kentucky, Louisville 5: Richard Esterle, 3041 Rosedale Blvd., GLendale 4-0121 (Ky.)
Louisiana, New Orleans 7: Jules J. Dreyfuss' Sons, P. O. Box 652 (La., Miss.)
Missouri, Kansas City: L. S. Gershon & Son Co., 2316 McGee (Kans., Mo.)
Missouri, St. Louis: L. S. Gershon & Son Co., 4053 Lindel Blvd. (Kans., Mo.)
Ohio, Cleveland 15: Cable-Hight Co., 1900 Euclid Ave., SU 1-7027 (W. Va.)
Pennsylvania, Narberth: C. E. Nicodemus, 510 Beechwood Lane, MO 4-4279 (Del., D.C., Md., Va., W. Va.)
Texas, Dallas 15: Fain Associates, Inc., 2434 S. Harwood (Ark., Okla.)
Texas, Richardson: Tom Harrison Co., P. O. Box 275, EM 8-3988 (Ark., Okla., Texas)
Virginia, Richmond 25: Leo Roach, 5010 New Ken Rd., P. O. Box 8975, EL 8-0023 (Va.)

AMPROBE INSTRUMENT CORP., 630 Merrick Rd., Lynbrook, N. Y.
Florida, Miami 35: Meyer Sales Service, Inc., 2726 W. Flagler St. (Fla.)
Georgia, Atlanta: James Millar Assoc., P. O. Box 7116, Station "C" (Ala., Fla., Ga., N. C., S. C., Tenn.)
Indiana, Indianapolis: R. M. Crandall & Assoc., 6220 E. 56th St. (Ky.)
Missouri, Kansas City: Charles L. Arehart Co., 5316 Garfield (Kans., W. Mo.)
Missouri, Kirkwood: The Ray Martin Co., 210 Kirkwood Bank Bldg. (Ark., E. Mo.)
Oklahoma, Jenks: Wayne Parker, P. O. Box 518 (Okla.)
Pennsylvania, Philadelphia: Electra Sales Assoc., 1925 Brandywine St. (Del., D.C., Md.)
Pennsylvania, Pittsburgh: H. W. Groetzinger Co., 410 E. General Robinson St. (W. Va.)
Texas, Houston: Glidden Engrg. Equip. Co., 3802 Winchester Ave. (La., Miss., Texas)
Virginia, Richmond: Arthur Hoey, 3364 Cedar Grove Rd. (Va.)

ANACONDA METAL HOSE DIV., Anaconda American Brass Co., 698 S. Main St., P. O. Box 791, Waterbury 20, Conn.

Georgia, Atlanta 8: L. C. Pratt, 712 W. Peachtree St., N.W., TRinity 5-9291 (Ala., Fla., Ga., Miss., N. C., S. C., S. Tenn.)
Missouri, St. Louis 3: G. C. Morgan, 916 Shell Bldg., CHestnut 1-1155 (Ark., Kans., W. Ky., Mo., Okla., W. Tenn.)
Ohio, Cincinnati 2: G. N. Rowland, 101 W. 4th St., GArfield 1-2552 (E. Ky., E. Tenn., South W. Va.)
Pennsylvania, Philadelphia 22: E. W. Schoolfield, 111 W. Norris St., NEbraska 4-7700 (Del., D.C., Md., Va.)
Texas, Dallas: J. J. Klaserner, 5531 E. University Blvd., EMerson 8-6311 (La., Texas)

ANACONDA WIRE & CABLE CO., 25 Broadway, New York 4, N. Y.
Alabama, Birmingham 3: Bryn Waters, Rm. 2307, Comer Bldg., 2026 2nd Ave., N., FA 3-5217 (Ala., Tenn.)
District of Columbia, Washington 5: Richard Kellogg, 1511 K St., N.W., EX 3-5867 (Md., Va.)
Florida, Tampa: Jack H. Saunders, 405 Bayside Bldg., 2909 Bay-To-Bay Blvd., Phone 8-4381 (Fla.)
Georgia, Atlanta 3: Malcolm J. Black, 1214 Rhodes-Haverty Bldg., 134 Peachtree St., N. W., Phone 525-2062 (Ga.)
Louisiana, New Orleans 19: Norman L. Pollard, Rm. 240, Caribe Bldg., 2475 Canal St., Phone 522-2731 (La., Miss.)
North Carolina, Charlotte 2: Jackson B. West, 213 Wilder Bldg., FR 6-3611 (N. C., S. C.)
Oklahoma, Tulsa 3: A. L. Jordan, 1107 Philtower Bldg., LU 4-3666 (Okla.)
Texas, Dallas 1: Robert T. Shiels, 1201 Fidelity Union Life Bldg., 1511 Bryan St., RI 8-1281 (Texas)
Texas, Houston 2: John N. Ratcliff, 639 Texas National Bank Bldg., CA 8-2375 (Texas)
West Virginia, Charleston 1: Andrew C. Overpeck, 503 Peoples Bldg., DI 3-5527 (Ky., W. Va.)

ANCHOR MFG. CO., Temp. Route No. 3, Box 703, Bradenton, Fla.
Alabama, Birmingham: J. J. Perry, Jr., c/o W. H. Neville, 247 American Life Bldg. (Ala., Fla., Ga., N. C., S. C., Tenn.)
Alabama, Mobile: Gregory-Salisbury & Co., Inc., P. O. Box 4582, GR 1-5621 (Ala., Ark., La., Miss., Tenn.)
Arkansas, Pine Bluff: Gregory-Salisbury & Co., Inc., P. O. Box 673, JEff 4-5932 (Ala., Ark., La., Miss., Tenn.)
District of Columbia, Washington 13: The Bradley Co., P. O. Box 1928 (Del., D.C., Md., Va., W. Va.)
Florida, Delray Beach: J. J. Perry, Jr., c/o Nelson Phillips, 3109 Karen Dr. (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Atlanta: J. J. Perry, Jr., 45 11th St. (Ala., Fla., Ga., N. C., S. C., Tenn.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., 236 Wabash Ave., DI 2-2873 (Ala., Ark., La., Miss., Tenn.)
Louisiana, New Orleans 12: Gregory-Salisbury Co., Inc., 820 Julia St., TUlane 5207 (Ala., Ark., La., Miss., Tenn.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, P. O. Box 9751, EM 2-1671 (Ark., La., Miss., Tenn.)
Ohio, Cincinnati 17: S. B. Storer and Assoc., P. O. Box "D" (Ky., W. Va.)
Oklahoma, Lawton: E. W. Cox, P. O. Box 1063 (Okla.)
South Carolina, Columbia: J. J. Perry, Jr., c/o James Richardson, 517 Wando St. (Ala., Fla., Ga., N. C., S. C., Tenn.)
Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E., P. O. Box 10166, WH 8-0496 (Ala., Ark., La., Miss., Tenn.)
Texas, Dallas: J. E. Rogers, 102 Thomas Bldg. (Okla., Texas)
Virginia, Richmond: The Bradley Co., Exchange Bldg., Rm. 107, 601 E. Franklin St. (Del., D.C., Md., Va., W. Va.)

ANCHOR MFG. CO., P. O. Box 959, Manchester, N. H.
(See Anchor Mfg. Co., Bradenton, Fla.)

ANCHOR METALS, INC., P. O. Box 157, Hurst, Texas
Alabama, Anniston: Gordon Mullen, P. O. Box 527, ADams 7-9431
Florida, Orlando: Ted Duay, 1515 Ensenada Drive, CRestwood 7-4958

ANDERSON ELECTRIC CORP., 700 N. 44th St., P. O. Box 455, Leeds, Ala. (See advertisement on page 29)
Alabama, Birmingham 13: C. S. Phillips, 2951 Pinehaven Dr., TRemont 1-7204 (Ala., N.W. Fla., S.E. Miss.)
Florida, Miami: Gaddis Hall, 8340 S.W. 157th St., CEdar 5-0453 (Fla., S. Ga.)
Georgia, Thomson: Allan A. Rimmer, P. O. Box 546, Phone 1474 (N. Ga., N. C., S. C., Tenn.)
Louisiana, New Orleans 12: Gregory-Salisbury Co., 820 Julia St., TUlane 5207 (Ark., La., Miss., W. Tenn.)
Missouri, Kansas City: James W. Frey Co., 419 W. 63rd St., P. O. Box 7092, JAckson 3-4645 (Kans., W. Mo.)
Missouri, Kirkwood 22: R. H. Harper, 1344 Wilton La., YOrktown 6-3694 (E. Mo.)
New Jersey, Haddonfield: A. V. Parassio, 727 Graisbury Ave., HAzel 9-3719 (Del., D.C.)
Oklahoma, Tulsa 3: C. B. Anderson Electric Co., 6708 E. 13th St., TEmple 6-4661 (Okla., N. Texas)
Pennsylvania, Pittsburgh: Anderson Connector Corp., P. O. Box 10961, HOmestead 2-5600 (Northern W. Va.)
Tennessee, Nashville 14: Roy T. Anderson, 234 Fairway Dr., TUcker 3-4044 (N. Ala., Ky., Tenn.)
Texas, Dallas: E. M. Bedford, P. O. Box 2292, Riverside 7-2606 (N.W. La., Texas)
Virginia, Roanoke: John D. Hatcher, 2617 Derwent Drive., S.W., DIamond 4-4238 (S.E. Ky., Md., Va., South W. Va.)

ANSONIA WIRE AND CABLE CO., 111 Martin St., Ashton 12, R. I.
District of Columbia, Washington 5: William D. Johnson, 333 Bond Bldg., 14th & New York Ave., N.W., REpublic 7-1444 (D.C., Md., Va.)
Florida, Jupiter: John L. Marsh & Assoc., 341 Indian Town Rd., JUpiter 4911 (Fla.)
New Jersey, Beach Haven: Frank C. Morris, 21 Colorado Ave., Haven Beach, HYacinth 2-2550 (Del., Md., Va.)
North Carolina, Charlotte 5: Hammond & Hasbrouck Co., 2109 N. Alexander St., P. O. Box 5033, EDison 2-7535 (N. C., S. C.)
Oklahoma, Oklahoma City: Paul Berry, Inc., State Capitol Station, 12 Oakwood Dr., P. O. Box 3266, GArfield 7-3135 (Okla.)
Pennsylvania, Pittsburgh 16: Brown Electrical Equipment Co., 1612 Potomac Ave., LOcust 3-4444 (W. Va.)
Texas, Dallas: Ralph H. Smythe, 5040 Hall St., LAkeside 8-8884 (Ala., Ark., Ga., La., Miss., N. C., Okla., S. C., Tenn., Texas)

APEXTRO PRODUCTS CO., 1821 N. Eastlake Avenue, Los Angeles 31, Calif. (See advertisement on page 95)

APOLLO LIGHTING FIXTURE CO., INC., 214 W. 3rd St., Mt. Vernon, N. Y.

APPLETON ELECTRIC CO., 1701 W. Wellington Ave., Chicago 13, Ill.
Alabama, Birmingham: James R. Cooley, 2201 Highland Ave., Rm. 205 Nelson-Weaver Bldg., ALpine 1-31591 (Ala., Fla., Miss.)
Florida, Clearwater: W. Glaser, 1460 N. Hibiscus, Phone 446-7960 (Fla.)
Florida, Fort Lauderdale: Ralph Darby, 3109 N. E. 22nd St., LOgan 6-1742 (Fla.)
Georgia, Atlanta 18: Logan VanLeigh, 1316 Logan Circle, N.W., SYcamore 4-9572 (Ala., Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans 14: W. R. Slimmer, 100 Maumaus Ave., Aurora Gardens, FOrest 6-4007 (La.)
Maryland, Baltimore: Richard Fairbanks, 511 N. Charles St., PLaza 2-2666 (Del., D.C., Md., Va.)
Missouri, Kansas City: Glen N. Mauritzen, 3242 Gillham Plaza, VAlentine 1-5440 (Mo.)
Missouri, Kansas City 8: J. D. Stillwell, 3242 Gillham Plaza, VAlentine 1-5440 (Kans., Mo.)
Missouri, St. Louis 17: John G. Norris, 6609 Clayton Rd., PArkview 7-3272 (Mo.)
North Carolina, Raleigh: Frederick G. Speidel, P. O. Box 6174, VAnce 8-3516 (N. C., S. C., Tenn., Va.)
Ohio, Cincinnati 31: Robert Kieres, 8613 Winton Rd., JAckson 2-0261 (W. Va.)
Ohio, Cincinnati 31: M. F. Vaughan, 8613 Winton Rd., JAckson 2-0261 (Ky.)
Oklahoma, Tulsa: Karl L. Singer, 1734 E. 22nd Place, LUther 3-9731 (Kans., Okla.)
Pennsylvania, Pittsburgh 2: William R. Meals, Ofc. D-549 Lincoln Ave., POplar 1-8840 (W. Va.)
Pennsylvania, Upper Darby: J. Floyd, 7100 West Chester Pike, GRanite 6-2540 (Del.)
Tennessee, Memphis 16: Harold E. Hanna, 2105 Grovehaven (Ark., Ky., Miss., Tenn.)
Texas, Dallas 34: George Roach, P. O. Box 14242, CH 7-4958 (Okla.)
Texas, El Paso: Electrical Engineering & Sales Corp., 708 N. Piedras St., Phone 565-1731 (Texas)
Texas, Houston: Malcolm Ogden, 2115 Richmond Ave., JAckson 9-0169 (Texas)

APPLETON RUBBER CO., INC., 57 Cornwall St., Boston 30, Mass. (See advertisement on page 26)
Florida, Miami 42: Suchman Assoc., Inc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta 10: Agency Warehouse Corp., 1818 Broadwell St., S.W., Phone 758-1846 (Ala., Ga., Tenn.)
Maryland, Baltimore: Electrical Sales Co., 2437 N. Charles St., BEimont 5-5551 (Md., N. Va.)
Missouri, St. Louis 3: Wood & Anderson Co., 2914-16 Washington Ave., OLive 2-1669 (Kans., Mo.)
North Carolina, Greensboro: Paul Sherrill, 808 Raleigh St., GReensboro 3-6163 (N. C., S. C., S. Va.)
Texas, Dallas 26: Peabody Brothers, 2903 St. Louis St., Riverside 7-4801 (Ark., Okla., Texas)
Texas, Houston 2: Peabody Brothers, 240 Shea Pl., FAirfax 3-8385 (La., Texas)

ARIEL DAVIS MFG. CO., 3687 S. State St., Salt Lake City 15, Utah
Florida, Mount Dora: Ken H. Hill & Assoc., P. O. Box 217, GA 3-4679 (Fla., Ga.)
Georgia, Forest Park: Oren M. Ruff, Jr. & Assoc., 117 North Ave., Phone 366-5010 (Ala., Ga.)
Kansas, Prairie Village: S. E. Bunn, 4520 W. 72nd St., EN 2-5663 (Kans., Mo.)
Kentucky, Louisville 7: H. C. King & Assoc., 3510 Winchester Rd., TW 5-4140 (Ky.)
Louisiana, New Orleans 16: Colcock-Strickland & Co., 609 Audubon Bldg. (Ala., Fla., La., Miss., Okla., Texas)
Missouri, Clayton 5: J. A. Noser, 405 Carrswold Dr., PA 7-8830 (Mo.)
New Jersey, Haddonfield: E. S. Magnell Enterprises, 177 Upland Way, LI 7-2221 (Del., D.C., Md., Va.)
North Carolina, Charlotte: Louis J. Coleman, 316 Scofield Rd., FR 5-4317 (N. C., S. C.)
Pennsylvania, Pittsburgh 5: James A. Hodges, 2500 Baldwick Rd., WA 2-2415 (Md., W. Va.)
Tennessee, Knoxville: E. Parker Dupler, 5910 Adelia Dr., Phone 7-3810 (Ala., Tenn.)
Tennessee, Memphis 11: Sidney Chilton, Box 6263, FA 7-0324 (Ark., Ky., Miss., Tenn.)

ARK-LES SWITCH CORP., 51 Water St., Watertown 72, Mass.
Florida, Clearwater: J. J. Galleher, 617 Cleveland St., P. O. Box 1376, CLearwater 3-7706 (Fla.)
Georgia, Atlanta 24: Applebee-Church, Inc., P. O. Box 13485, Sta. K, TRinity 5-7244 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Indiana, Indianapolis 5: Neal Engineering Co., 909 E. 38th St., WAlnut 5-0125 (Ky.)
Kansas, Wichita 11: Conrow Co., 695 George Washington Blvd., AMherst 2-5647 (Kans.)
Maryland, Baltimore 18: Paul V. Renoff Co., 238 E. 25th St., HOpkins 7-3280, HOpkins 7-3281 (D.C., Md., Va., W. Va.)
Missouri, Kansas City: Conrow Co., 2522 Summit St., VIctor 2-3306 (Mo.)
New Jersey, Haddon Heights: Fischer-Steele Assoc., 411 White Horse Pike, LIncoln 7-3337 (Del.)
Oklahoma, Tulsa 3: V. Neal Jennings, 310 Thompson Blvd. (Okla.)
Texas, Dallas 26: L. R. Ward Co., 3009 Canton St., Riverside 1-9004 (Ark., Texas)
Texas, Houston 3: L. R. Ward Co., 2219 McKinney, BLackstone 5-0356 (La., Texas)

ARMADILLO MFG. CO., 4968 Richman Rd., Salem, Ore.

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

ARMSTRONG PRODUCTS CORP., P. O. Box 940, Huntington 12, W. Va.
Florida, Tampa 9: E. E. Brammer Co., P. O. Box 10581 (Fla.)
Georgia, Atlanta 5: Don Burdick, 14 Laurel Dr., N.E., CE 7-7065 (Ga.)
Kansas, Lenexa: Larry Knipe, 12914 W. 96th St., TU 8-3155 (Ark., Kans., Okla.)
Louisiana, New Orleans 18: Paul D. Van Husen, 8232 Hickory St., UN 1-9541 (La.)
Missouri, Kirkwood 22: Charles W. Goodman, 177 Horseshoe Dr. (Mo.)
Pennsylvania, Jenkintown: William J. Lawson, 214 Rodman Ave., TU 6-4426 (Del., D.C., Md.)
Texas, Dallas: Fred E. Causey, 2126 Dallas Trade Mart, 2100 Stimmons Freeway (Texas)
West Virginia, Huntington 1: M. L. French, 304 12th Ave., JA 2-4793 (Ky., W. Va.)

ARRO EXPANSION BOLT CO., N. Boone Ave., P. O. Box 388, Marion, Ohio
Florida, Miami 47: James & Assoc., 7545 N.W. 26th Ave., OXford 6-0611 and OXford 6-0612 (Fla.)
Georgia, Atlanta 18: Hopper & McCoy, 870 Northside Dr., N.W., TR 2-5803 (Ala., Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans 7: Edgar J. Haas, Jr. & Assoc., P. O. Box 637, TWinbrook 9-5349 (Ark., La., Miss.)
Maryland, Baltimore 2: Peterson & Lowe, 22 Light St., LE 9-6164 (Ala., D.C., Fla., Ga., Ky., Md., N. C., S. C., Tenn., Va., W. Va.)
Missouri, Kansas City 1: Schooler-Gorman Co., 1224 W. 9th St., VIctor 2-0733 (Kans., Mo.)
Missouri, Kirkwood 22: James F. Neuner, 420 Fairwood Lane, YOrktown 6-4420 (Ky., Mo.)
Missouri, St. Louis 10: C. J. Sampson & Son, 5627 Manchester Ave., Mission 7-4344 (Ky., Mo.)
North Carolina, Greensboro: Barber-Ayers & Assoc., 826 Goldsboro St., Phone 273-3629 (N. C., S. C.)
Texas, Dallas 1: Felix M. Watson, 1218 National City Bldg., RIverside 7-7152 (Okla., Texas)

ARROLET CORP., Bower St., Montgomery, Pa. (See advertisement on page 215)
Alabama, Birmingham: Cary Chapman & Co., 2516 Eight Court N.; FAirfax 3-5236 (Ala., Fla., Ga., La., Miss., Tenn.)
Florida, Miami: Suchman Assoc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta: Cary Chapman & Co., 600 Trusco Way, S.W., PL 8-4506 (Ala., Fla., Ga., La., Miss., Tenn.)
Louisiana, New Orleans: Cary Chapman & Co., 213 S. Front St., Phone 524-5184 (Ala., Fla., Ga., La., Miss., Tenn.)
Maryland, Baltimore: Douty & Downie, 2323 Maryland Ave., TUxedo 9-3470 (Del., D.C., Md., Va.)
Missouri, St. Louis: Don Beattie, 17 Wildwood Lane, YOrktown 5-0747 (Kans., Mo.)
North Carolina, Greensboro: Wilson P. Byrd, P. O. Box 6101 Summit Sta., BRoadway 3-5932 (N. C., S. C.)
Ohio, Cincinnati: Block & Cooper, 1050 Meta Dr., REdwood 1-2196 (Ky., W. Va.)
Texas, Dallas, Richardson: Tom Harrison Co., 534 Highland Blvd., P. O. Box 275, EMerson 8-3988 (Ark., Okla., Texas)

ARROW CONDUIT & FITTINGS CORP., 108-20 180th St., Jamaica 33, N. Y. (See advertisement on page 214)
Alabama, Birmingham: Cary Chapman & Co., 2516 Eight Court N., FAirfax 3-5236 (Ala., Fla., Ga., La., Miss., Tenn.)
Florida, Miami: Suchman Assoc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta: Cary Chapman & Co., 600 Trusco Way, S.W., PL 8-4506 (Ala., Fla., Ga., La., Miss., Tenn.)
Louisiana, New Orleans: Cary Chapman & Co., 213 S. Front St., Phone 524-5184 (Ala., Fla., Ga., La., Miss., Tenn.)
Maryland, Baltimore: Douty & Downie, 2323 Maryland Ave., TUxedo 9-3470 (Del., D.C., Md., Va.)
Missouri, St. Louis: Don Beattie, 17 Wildwood Lane, YOrktown 5-0747 (Kans., Mo.)
North Carolina, Greensboro: Wilson P. Byrd, P. O. Box 6101 Summit Sta., BRoadway 3-5932 (N. C., S. C.)
Ohio, Cincinnati: Block & Cooper, 1050 Meta Dr., REdwood 1-2196 (Ky., W. Va.)
Texas, Dallas, Richardson: Tom Harrison Co., 534 Highland Blvd., P. O. Box 275, EMerson 8-3988 (Ark., Okla., Texas)

ARROW FASTENER CO., INC., One Junius St., Brooklyn 12, N. Y.

ARROW-HART & HEGEMAN ELECTRIC CO., 103 Hawthorn St., Hartford 6, Conn.
Enclosed Switch & Wiring Device Div.
Alabama, Birmingham: C. R. Thrift, 1001 Catherine St., VE 3-4544
Florida, Tampa 9: William J. Weber, Jr., 3604 Granada St., Phone 63-0012
Georgia, Atlanta 9: G. C. Kelly, 1116 W. Peachtree St., N.W., TR 5-9061
Georgia, Atlanta 9: T. A. Pope, 1116 W. Peachtree N.W., TRinity 5-9961
Kansas, Mission: N. F. Welty, 6214 W. 62nd St., BAlentine 1-7134
Maryland, Baltimore 12: Joseph Leiter, 5406 Willowmere Way, IDlewood 5-0623
Missouri, St. Louis 23: P. F. Burns, 9511 Tiber Dr., Vernon 2-8479
Louisiana, New Orleans 24: H. G. Brennan, Jr., 6345 Canal Blvd., AMherst 6-1912
North Carolina, Winston-Salem: Clyde M. Stutts, 264 Anita Dr., S.W., Phone 723-8866
Texas, Dallas 26: Martin T. D'Arcy, 3116 Main St., RIverside 8-4531
Texas, Dallas 26: G. R. Kay, 3116 Main St., RIverside 8-4531
Texas, Houston 36: H. H. Grounds, 6622 Roos Rd., TYpsey 4-5049
Industrial Control Div.
Alabama, Birmingham: C. R. Thrift, 1001 Catherine St., VE 3-4544
Florida, Tampa: W. J. Weber, Jr., 3604 Granada St., Phone 63-0012
Georgia, Atlanta 9: George C. Kelly, 1116 W. Peachtree St., N.W., TRinity 5-9061 (Ga., S. C.)
Louisiana, New Orleans 24: H. G. Brennan, Jr., 6345 Canal Blvd., AMherst 6-1912 (Ark., La., Miss.)
Maryland, Baltimore 18: Marvin Brooke, 4 W. 20th St., HOpkins 7-6896
Missouri, St. Louis 10: J. M. Mertens, 2311 Hampton Ave., STerling 1-4883 (Kans., Mo.)
North Carolina, Winston-Salem: Clyde M. Stutts, 264 Anita Drive, S.W., Phone 723-8866 (N. C., Va.)
Ohio, Cincinnati 10: D. McCarthy, 1216 Race St., GArfield 1-6710 (Ky.)
Pennsylvania, Monroeville: D. A. Hyams, 604 Winterberry Rd., OL 1-7733 (W. Va.)
Texas, Dallas 26: E. H. Rembert, 3116 Main St., RIverside 8-4531 (Okla., Texas)
Texas, Houston 27: H. W. Kennedy, 2823 Eastgrove Lane, MOhawk 7-2022 (Texas)

ART METAL LIGHTING DIV., WAKEFIELD CORP., 1814 E. 40th St., Cleveland 3, Ohio
Florida, Fort Lauderdale: Thomas A. Marshall, 678 Middle River Dr., LOgan 6-5723 (Fla.)
Florida, Maderia Beach 8: Richard Y. Fernandez, 590 Normandy Rd., Phone 391-7050 (Fla.)
Florida, Winter Park: Donald J. Watson, 1009 Braemer Dr., MI 4-3873 (Fla.)
Georgia, Decatur: Curt Carlson, 128 Mount Vernon Dr., Phone 378-3190 (Ala., Ga.)
Louisiana, New Orleans: M. Morin Rivera, 6111 Perlita St., HUnter 2-1161 (Fla., La., Miss.)
Maryland, Baltimore 18: Dunlop Lighting, 12-14 E. 24th St., CHeasapeake 3-4492 (D.C., Md., Va., W. Va.)
Missouri, Clayton 5: Chassaing Lighting, Inc., Suite 103, 7601 Forsyth Blvd., PArkview 5-8888 (Kans., Mo.)
North Carolina, Charlotte 5: Harold H. Bothwell, 3933 Miriam Dr., Phone 333-0651 (N. C.)
Ohio, Miamisburg: Wehner-Roshon Sales Corp., 8528 Byers Rd., UNderhill 6-3620 (Ky., Ohio)
Oklahoma, Oklahoma City 12: Wood-Stark Co., 3701 N.W. 52nd St., WIndsor 6-2868 (Ark., La., Okla., Texas)
Pennsylvania, Philadelphia 44: Greenland & Mayer, Inc., 41 E. Ashmead St., VI 8-5514 (Del.)
Pennsylvania, Pittsburgh 16: C. W. Carr Sales Assoc., 2912 Banksville Ave., Phone 343-3770 (Md., W. Va.)
South Carolina, Lexington: Gerald Preacher, 116 North Church St., ELgin 9-6642 (Ga., S. C.)
Tennessee, Nashville 2: John Irvin, 1419 Graybar La., ALpine 5-2219 (Ala., Ky., Tenn., Va.)
Texas, Dallas 26: Wood-Stark Co., 2916 Taylor St., RIverside 2-9016 (Ark., La., Okla., Texas)
Texas, Houston: Wood-Stark Co., 3706 Peppermill, HOmestead 2-1830 (Ark., La., Okla., Texas)
Virginia, McLean: Dunlop Lighting, Box 462, ELmwood 6-3005 (Md., Va., W. Va.)
Virginia, Portsmouth: Hamer K. Spencer, 310 Snead Fairway, HUnter 8-3041

ARTCRAFT LIGHTING CO., INC., 248 McKibbin St., Brooklyn 6, N. Y.
District of Columbia, Washington 11: Albert Fox, 901 Quackenbos St., N.W., RA 6-7385 (D.C., Md.)
Florida, S. Miami: Jim Foerster, 6721 S.W. 68th Ter. (S. Fla.)
Florida, Tampa 1: George N. Jack, P. O. Box 2126 (Fla.)
Georgia, Atlanta 9: Kennon & Johnson, 7 Camden Rd., N.E., TRinity 4-5566 (Ala., Ga.)
Kansas, Prairie Village: Harry Walker, 7410 Mission Rd., P. O. Box 9211 (Kans.)
Louisiana, New Orleans 24: William Frank, 5920 Vicksburg St. (La., Miss.)
Missouri, St. Louis 17: F. A. Duenwald Co., 2652 Bremerton Rd. (Mo.)
Missouri, St. Louis 17: Jim Hisserich, 2001 Big Bend Blvd. (Ark., Mo.)
Ohio, Columbus 15: Glen P. Stearns, 161 Neilston (Ky.)
Tennessee, Memphis: Jim Clary, 62 Flick (Tenn.)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd. (N. C.)

ARTOLIER CORP., 141 Lanza Ave., Garfield, N. J. (See advertisement on page 30)
Maryland, Silver Springs: Max Lenny, 9722 Woodland Dr., JUniper 8-2337 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn., Va.)
Ohio, Ashland: Jim Swan, Swan Sales Co., Route 3, Box 572, AShland 3-4611 (Ky., W. Va.)
Pennsylvania, Philadelphia: Ben Cohan, 309 Arch St., MArket 7-0427 (Del., D.C., Md.)
Texas, Houston 19: Eugene J. Voelker, 2307 San Felipe, Apt. A, JAckson 9-7582 (Ark., Kans., La., Mo., Okla., Texas)

ARVIN INDUSTRIES, INC., 13th & Big Four R. R., Columbus, Ind.
District of Columbia, Washington 6: William E. MacDonald Co., 1835 K St., N.W., FE 3-8385 (Del., D.C., Md., Va.)
Florida, Fort Lauderdale: W. T. Evans & Assoc., P. O. Box 8532, Seminole Annex, LU 3-2878 (Fla.)
Georgia, Atlanta 5: F. Cullen Adams, 3224 Peachtree Rd., N.E., Phone 231-1608 (Ga., Tenn.)
Indiana, Pierceton: William Sevy, Box 163, Route 1, Phone 594-6407 (Ky.)
Kansas, Overland Park: William O'Connor, O'Connor-Sawyer & Assoc., 9009 W. 81st St., NI 2-6773 (Kans.)
Louisiana, Metairie: Patton-Gulf Sales Agency, P. O. Box 5, 3207 Metairie Rd., VE 1-2691 or VE 1-2692 (La., Miss.)
Missouri, St. Louis 23: Thomas Sawyer, O'Connor-Sawyer & Assoc., 7842 Navajoe Ave., VE 2-3228 (Mo.)
North Carolina, Charlotte 4: Robert W. Chapman & Co., P. O. Box 4230, FR 5-7215 (N. C., S. C.)
Ohio, Columbus 24: M. J. Leahy, 1089 Elmore St. (Ky., Tenn.)
Tennessee, Memphis: Ross D. Thomas, 730 M & M Bldg., JA 7-2492 (Ark., Miss.)
Texas, Dallas 7: The Hodges Co., 1336 Crampton St., MElrose 1-8460 (Okla., Texas)

ASPLUNDH TREE EXPERT CO., 505 York Rd., Jenkintown, Pa.
Kentucky, Louisville 14: Ed Weimer, 207 Eller Ave., EMerson 6-1415 (Ky., La., Miss., Mo., Tenn.)
Maryland, Glenburnie: A. J. Kuppe, 109 First Ave., SOuthfield 6-5280 (Del., Md.)
Maryland, Silver Spring: Frank Roy, 8422 Georgia Ave., JUniper 9-6115 (D.C.)
North Carolina, Charlotte: Harry Ertel, 4336 S. Tryon St., JAckson 3-3621 (Ala., Ga., N. C., S. C.)
Texas, Arlington: Robert L. Gilbert, 2500 W. Randol Mill Rd., CRestview 4-9882 (Ark., Kans., Okla., Texas)
Virginia, Falls Church: Paul Asplundh, 1709 Lexington Rd., JE 2-8257 (Va., W. Va.)

ASSOCIATED PROJECTS CO., 975 S. High St., Columbus 15, Ohio

ASSOCIATED RESEARCH INC., 3758 W. Belmont Ave., Chicago 18, Ill.
Florida, Miami 32: Florida Precision Instrument Corp., 1221 Biscayne Blvd., FRanklin 1-0105 (Fla.)
Georgia, Atlanta 5: A. C. Craft, Jr., & Assoc., P. O. Box 11716, Northside Sta., CEdar 3-9944 (Ala., Ga., N. C., S. C., Tenn.)
Kansas, Wichita: Lawrence L. Hill, 1635 Garland Ave., P. O. Box 1312, AMherst 7-3850 (Kans.)
Louisiana, New Orleans 15: Industrial Instrument Works, 3328 Magazine St., TWinbrook 5-5621 (La.)
Missouri, Kansas City 33: Boutros Instrument Co., 12011 E. 67th St., FLeming 3-2973 (Kans., Mo.)
Missouri, St. Louis 1: Gordon Karraker, 260 Paul Brown Bldg., CEntral 1-3666 (Mo.)
Ohio, Cincinnati 43: Engineering Specialties, 8115 Camargo Rd., Madeira, LOcust 1-6803 (Ky.)
Pennsylvania, Philadelphia 2: Linn O. Morrow and Son, Schaff Bldg., LOcust 7-6431 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 16: W. H. Bollinger, P. O. Box 8088, LOcust 1-2340 (W. Va.)
Texas, Dallas 11: The Kantenberger Co., 711 Reverchon Dr., FEderal 7-5363 (Ark., La., Okla., Texas)

ATLANTIC CONDUIT FITTINGS CO., 450 Western Ave., Boston 35, Mass. (See advertisement on page 103)
Florida, Fort Lauderdale: W. T. Evans, P. O. Box 8532, Seminole Annex (Fla.)
Georgia, Atlanta 3: D. D. Camp Co., 1818 Broadwell St., S.W., JA 4-8709 (Ala., Ga., Tenn.)
North Carolina, Charlotte 9: W. H. Lassiter Sales Co., 5626 Londonderry Dr., FRanklin 5-5031 (N. C., S. C., Va.)
Oklahoma, Jenks: Wayne G. Parker Co., P. O. Box 518 (Okla.)

ATLANTIC TRANSFORMER CO., 5143 N. 2nd St., Philadelphia, Pa.

ATLAS ELECTRIC PRODUCTS CO., 324 Maujer St., Brooklyn 6, N. Y.
Florida, Miami: Jay Mellow, 9501 S.W. 73rd Ave., MOhawk 6-4837 (Fla.)
Pennsylvania, Philadelphia 6: Sam Cohan, 309 Arch St., MArket 7-0427 (Del., D.C., Md., Va.)
Texas, Dallas: I. Stephen Warner, 6641 Bandera, EMerson 8-2364 (Ala., La., Miss., Okla., Tenn., Texas)

ATLAS SAFETY EQUIPMENT CO., 177 N. 10th St., Brooklyn 11, N. Y.

ATLAS TOOL & MFG. CO., 5147 Natural Bridge Ave., St. Louis 15, Mo.
Florida, Bradenton: Tom A. Taylor, 2717 9th Ave., W., Phone 3-1313 (Fla., Ga.)
Maryland, Baltimore 12: John K. Wilson Co., 6803 York Rd., DR 7-8800 (N. C., S. C., Va., W. Va.)
Mississippi, Senatobia: E. P. Hardison, P. O. Box 301, Phone 562-7831 (Ala., Miss., Tenn.)
Missouri, Kirkwood 22: James C. Frizzell, P. O. Box 3777, YOrktown 5-2926 (Kans., Mo.)
Missouri, St. Louis 37: Charles M. Stieg, 1247 Admiral Dr., UNderhill 7-2859 (Ky.)
New Jersey, Merchantville: Jack W. Pierce, 143 Cherry Tree Lane, NOrmandy 3-6425 (Del., D.C., Md.)
Texas, Dallas 28: Harry W. Thener, P. O. Box 28094, DAvis 7-8613 (Ark., La., Okla., Texas)

ATLAS WIRE CO., P. O. Box 123, Florence, S. C.

AUTH ELECTRIC CO., INC., 34-20 45th St., Long Island City 1, N. Y.
Alabama, Birmingham 8: Biglin Assoc., 2124 48th St., STate 6-7351 (Ala., Miss.)
Arkansas, Little Rock: Charles B. Young Co., 310 Cotton Exchange Bldg., FRanklin 4-9311 (Ark.)
Florida, Coral Gables: Biglin Assoc., P. O. Box 996 (E. Fla.)
Florida Tampa: Biglin Assoc., P. O. Box 7093 Seminole Sta., Phone 31-5271 (W. Fla.)
Georgia, Atlanta 3: Biglin Assoc., 177 Harris St., N.W., JAckson 4-1761 (Ga., S. C., Tenn.)
Kentucky, Louisville 12: J. L. Reighart, 4617 Duncan, SPring 6-1682 (Ky.)
Louisiana, Metairie (New Orleans): Biglin Assoc., 9000 25th St. (La.)
Missouri, St. Louis: Engineered Electrical Sales, 4060 W. Pine St., OLive 2-4930 (E. Mo.)
Missouri, Springfield: William Chikay, 314 Jefferson, S., UNiversity 5-6788 (W. Mo.)
North Carolina, Charlotte: Biglin Assoc., 1033 Lanier Ave., KEystone 7-4487 (N. C.)
Oklahoma, Oklahoma City: Atomic Sound Equipment Co., 117 N.W. 23rd St., JAckson 5-1455 (S. Okla.)
Oklahoma, Tulsa 19: Ridley's, Inc., 214 E. 10th St., DIamond 3-8911 (N. Okla.)
Pennsylvania, Bala Cynwyd: Bra Bon Corp., 29 Bala Ave., MOhawk 4-5181 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh: V. E. Hendrickson Co., 4412 Liberty Ave., MU 1-9333 (W. Va.)
Texas, Houston 2: Texas Sales Representatives, 1315 McKinney, CApitol 8-5510 (Texas)

AUTOCON INDUSTRIES, INC., Div. of Automatic Control Co., 995 University Ave., St. Paul 4, Minn.
Arkansas, Little Rock: J. C. Lewis Co., 404 E. Markham St., FR 2-2151 (Ark.)
Florida, Coral Gables: Anson Fyler Co., 4210 Laguna St., HI 3-7042 (Fla.)
Georgia, Atlanta 3: A. A. Wickliffe, 512 Atlanta Federal Sav. Bldg., JAckson 3-3314 (Ala., Ga.)
Louisiana, New Orleans 22: Walter E. Bornemann, 4719 Cartier Ave., Phone 282-2504 (Fla., La., Miss.)
Maryland, Baltimore 18: Durling Electric Co., 301 E. 25th St., HOpkins 7-5560 and HOpkins 7-7141 (Del., D.C., Md., Va.)
Missouri, Kansas City: Zimmer and Francescon, 1103 E. Armour Blvd., VAlentine 1-3250 (Kans., Mo.)
Missouri, St. Louis 8: Tom Harvey, 3974 Delmar Blvd., JEfferson 3-1822 (Mo.)
North Carolina, Charlotte: The Hawkins Co., Inc., 201 Builders Bldg., P. O. Box 1575, EDison 4-4626 (Ga., N. C., S. C.)
Ohio, Cincinnati 42: The Henry P. Thompson Co., 4866 Cooper Rd. (Ky.)
Pennsylvania, Pittsburgh 37: West Pen Controls, P. O. Box 11055, 3624 Mexico St., POplar 6-4877 (W. Va.)
Tennessee, Knoxville 17: Dickey Engineering Co., 3009 Central Ave., N.W., Phone 4-8641 & 4-8642 (Ky., Tenn.)
Texas, Dallas 24: Livingston Machinery Sales, 1826 Balboa, P. O. Box 13664, FRanklin 4-3818 and FRanklin 3-7343 (Texas)
Texas, Houston: Industrial Equipment Co., 6831 Navigation Blvd., P. O. Box 9155, WAlnut 8-3463 (Texas)

AUTOMATIC CONTROLS CORP., 2390 Winewood, Ann Arbor, Mich.

AUTOMATIC ELECTRIC CO., Northlake, Ill.

AUTOMATIC ELECTRIC MFG. CO., 700 S. Front St., Mankato, Minn.

AUTOMATIC SWITCH CO., 50-56 Hanover Rd., Florham Park, N. J.
Alabama, Birmingham 9: McConnell Sales & Engrg. Corp., P. O. Box 5825 Homewood Sta., TRemont 1-3501 (Ala., W. Fla., Miss.)
District of Columbia, Washington 4: John J. Herrity, National Press Club Bldg., NAtional 8-6561 (D.C., Md., Va.)
Florida, Tampa 1: Industrial Specialties Sales, P. O. Box 1335, 424 S. MacDill Ave., REdwood 6-1480 (Fla.)
Georgia, Atlanta 1: Rittelmeyer & Co., Inc., P. O. Box 1308, 150 Nassau St., N.W., JAckson 4-1531 (Ga., Tenn.)
Louisiana, New Orleans 23: Glidden Engrg. & Equip. Co., P. O. Box 4063, New Orleans 18, La., (Mail Address) 221 Diane Ave., KEnner (21) 7-0641 (La., Texas)
Maryland, Baltimore 27: Sidney Dubinsky, P. O. Box 7456, Circle 2-9213 (Md.)
Missouri, St. Louis 10: C. O. Leaver Co., 4030 Chouteau Ave., JEfferson 1-2040 (Kans., Mo.)
New Jersey, Haddonfield: Camden District Office, 1500 Kings Hwy., E., HAzel 9-0300 (Phone Philadelphia, Pa., MArket 7-0617), (Del.)
North Carolina, Charlotte 4: Purser & London, Inc., P. O. Box 4326, 1317 E. Fourth St., EDison 3-7549 (N. C., S. C.)
Ohio, Cincinnati 42: McNay Equipment Co., 4850 Cooper Rd., TWeed 1-7122 (Ky.)
Oklahoma, Tulsa: The Hodges Co., 4407 Peoria, S., RI 2-9567 (Ark., Okla.)
Pennsylvania, Pittsburgh 35: Continental Sales & Engrg. Co., P. O. Box 10505, 211 Nelbon Ave., CHurchill 1-5660 (W. Md.)
Texas, Dallas 6: Glidden Engrg. & Equip. Co., P. O. Box 4815, 4924 Greenville Ave., EMerson 8-4851 (N.W. La., Texas)
Texas, Fort Worth 3: Glidden Engrg. & Equip. Co., 1909 Martel Ave., EDison 2-9593 (Texas)
Texas, Houston 3: Glidden Engrg. & Equip. Co., 3802 Winchester St. (Main Office) (La., Texas)

B

B & C METAL STAMPING CO., 590-594 Means St., N.W., P. O. Box 2506, Sta. D, Atlanta 18, Ga. (See advertisement on pages 70 & 71)
Florida, Lake Wales: Carter-Moody Agency, Inc., 1053 Sunset Drive, P. O. Box 512, Phone 2-5291 (Ala., Fla., Ga.)
Florida, St. Petersburg 9: A. W. Kohler, 3317 Bayshore Blvd., N.E., ORange 1-1708 (Ala., Fla., Ga.)
Florida, Tallahassee: Frank Moody, 1707 N. Monroe St., Phone 224-6161 (Ala., Fla., Ga.)
Florida, Tampa 9: Stephen Watsey, 5011 Longfellow Ave., Phone 837-7951 (Ala., Fla., Ga.)
Georgia, Atlanta: Walter M. Hinson, 270 Peachtree Bldg., Rm. 1703, Phone 525-4489 (Ala., Ga., Tenn.)
Indiana, Indianapolis 2: Cal D. Arnold, 2123 N. Meridian St., WAlnut 5-7561 (Ky.)
Louisiana, New Orleans 19: E. J. Hagan, 2837 Banks St., HUnter 8-7167 (Ala., W. Fla., La., Miss.)
North Carolina, Charlotte 8: E. F. Lombardi, 2712 Freedom Dr., P. O. Box 8121, EXpress 9-0425 (N. C., S. C., Tenn., Va.)
Tennessee, Memphis: Lloyd D. Fitts, 724 M & M Bldg., JA 7-3729 (Ark., W. Ky., Tenn.)
Texas, Dallas 20: Harry A. Miller Co., 3931 W. Williamsburg Rd., FLeetwood 2-8733 (La., Okla., Texas)
Virginia, Richmond 19: Robert W. Fishburne, 1725 Arlington Rd., ELgin 5-6537 and ELgin 5-6538 (Va., W. Va.)

B/W CONTROLLER CORP., 220 E. Maple Rd., Birmingham, Mich.
Oklahoma, Tulsa 15: Paul King Co., 826 N. Fulton, TE 6-2501 (Okla.)
Pennsylvania, Bala-Cynd: Dempsey S. Stuckey, Barclay Bldg., 1 Belmont Ave., TRinity 8-8448 (Del.)

BAILEY METER CO., 1050 Ivanhoe Rd., Cleveland 10, Ohio
Florida, Jacksonville 7: V. D. Kemp, 1143 Mary St., EXbrook 8-4881 (Fla., Ga.)
Georgia, Atlanta 9: J. W. Cunningham, 1145 Peachtree St., N.E., TRinity 6-5531, TRinity 6-5532 (Ala., Fla., Ga., Tenn.)
Louisiana, New Orleans 25: W. P. Davenport, 1000 S. Jefferson Davis Pkwy., Phone 488-0841 (Ala., La., Miss.)
Maryland, Baltimore 18: L. R. Kent, 2026 Maryland Ave., TUxedo 9-4511 (Md., Va.)
Missouri, Kansas City 14: C. E. Albert, 7335 Broadway, Hiland 4-4600 (Kans., Mo.)
Missouri, St. Louis 17: J. O. Meals, 8924 Manchester Ave., WOodland 2-5532 (Ky., Mo.)
North Carolina, Charlotte 2: J. R. Powell, 205 S. Church St., EDison 4-9161 (N. C., S. C., Tenn.)
Ohio, Cincinnati 6: R. M. Cundiff, 2330 Victory Parkway, AVon 1-0301 (Ky.)
Oklahoma, Tulsa 5: P. B. Newell, 5101-A S. Peoria St., Rm. 18, RIverside 3-5069 (Ark., Okla.)
Tennessee, Memphis 11: J. K. Cole, 3355 Poplar Ave., Rm 114, FAirfax 4-9592 (Ark., Miss.)
Texas, Corpus Christi: K. R. Dodson, 1009 Belmeade, ULysses 3-7471 (Texas)
Texas, Dallas 5: R. T. Cathey, 6615 Snider Plaza, Rm. 213, EMerson 8-0013 (Texas)
Texas, Houston 5: C. M. Kunkel, 2480 Times Blvd., JAckson 6-1628 (La., Texas)
Virginia, Richmond 25: L. R. Kent, 10 E. Belt Blvd., Phone 233-5915 (Va.)
West Virginia, Charleston 4: C. D. Shanks, 836 Carroll Rd., DIckens 2-6887 (Ky., Va., W. Va.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

BAKELITE CO., Div. of Union Carbide Corp., 30 E. 42nd St., New York 17, N. Y.

BAKER INDUSTRIAL TRUCKS, Division of Otis Elevator Co., 8000 Baker Ave., N.W., Cleveland 2, Ohio
- Alabama, Birmingham 3: Ebbert & Kirkman, 720 S. 23rd St., ALpine 1-9174 (Ala.)
- Arkansas, Little Rock: Bigelow Robinson Co., 800 W. 8th St., FRanklin 4-8801 (Ark.)
- Georgia, Decatur: Baker Industrial Trucks, 262 Rio Circle, DRake 7-4285 (Fla., Ga.)
- Illinois, E. St. Louis: Baker Industrial Trucks, 9 Judith Lane, GEneva 6-1550 (Mo.)
- Kansas, Kansas City 3: Rivard Sales Co., 2540 W. 47th St., TAlbot 2-3087 (Mo.)
- Kentucky, Louisville 2: Bohnert Equip. Co., 104 W. Main St., JUniper 5-5871 (Ky.)
- Louisiana, Metairie: Allied Equip. Sales Inc., 4040 Veterans Memorial Hwy., P. O. Box 645, VErnon 5-3554 (La.)
- Maryland, Baltimore 18: S. W. Betz Co., Inc., 2229 Kirk Ave., HOpkins 7-3118 (D.C., Md.)
- Pennsylvania, (Philadelphia), Rosemont: DuHuff & Hopkins, 910 Conestoga Rd., LAwrence 5-4060 (Del.)
- South Carolina, Greenville: Baker Manufacturing Co., 5 Ellendale Ave., Phone 3-5361 (N. C., S. C.)
- Tennessee, Chattanooga: Ortmeier Machinery Co., 1308 E. 23rd St., MAin 9-7334 (Tenn.)
- Tennessee, Memphis: John C. Hines Co., P. O. Box 5554, Crosstown Station, BRoadway 6-3743 (Miss., Tenn.)
- Texas, Dallas 7: Baker Industrial Trucks, 910 North Industrial Blvd., RIverside 8-5203 (Texas)
- Virginia, Richmond 20: W. A. Beatley Co., c/o Otis Elevator Co., P. O. Box 5227, MElton 3-2791 (Va.)
- West Virginia, Huntington: Banks Miller Supply Co., 330 Third Ave., JAckson 5-9141 (W. Va.)

BAKER SCAFFOLD CO., 602 W. McCarty St., Indianapolis 6, Ind.

BAKER-ROOS, INC., 602 W. McCarty St., P. O. Box 892, Indianapolis 6, Ind.
- Alabama, Birmingham: Acousti Engineering of Alabama, Inc., 546 N. Seventh St., FA 4-2567 (Ala.)
- Arkansas, Little Rock: Nevil C. Withrow Co., 1401 Cantrell Rd., P. O. Box 3297, MOhawk 6-5461 (Ark.)
- Florida, Jacksonville 2: Acousti Engineering Co. of Florida, 101 Copeland St., P. O. Box 2147, ELgin 4-8245 (Fla., Ga.)
- Florida, Miami 42: Acousti Corporation of Miami, 3737 N.W. 53rd St., NEwton 4-6581 (S. Fla.)
- Florida, Orlando: Acousti Engineering Co. of Florida, 1616 Sligh Blvd., P. O. Box 3242, GArden 3-2541
- Florida, Pensacola: Pensacola Distributing Co., 2408 North "E" St., HE 4-1883 (Ala., Fla.)
- Florida, Tallahassee: Acousti Engineering Co. of Florida, 2802 Plant St. (Fla., Ga.)
- Florida, Tampa: Acousti Engineering Co. of Florida, 1501 2nd Ave., Phone 4-4114 (Fla.)
- Georgia, Atlanta 7: Hall Steel Co., 1480 La France St., N.E., JAckson 5-1847 (Ga.)
- Kansas, Wichita 2: Henges Co., Inc., 145 N. Rock Island, AMherst 5-3186 & AMherst 5-3187 (W. Kans.)
- Kentucky, Louisville 8: Ten McCain Co., 200 E. Lee, MElrose 4-8594 (Ky.)
- Louisiana, Shreveport: Acoustics and Specialties Co., 219 Fannin St., Phone 85-1216 (S. Ark., La.)
- Maryland, Baltimore: William F. Walker, Jr., 130 W. Hamilton St., SAratoga 7-2768 and SAratoga 7-2769 (D.C., Md., Va.)
- Mississippi, Jackson: Nicholas Acoustics & Specialty Co., 4554 Fondren, EM 2-4401 (Miss.)
- Missouri, Joplin: Joplin Cement Co., 10th and Moffett, 520 W. 10th, MA 4-4366 (Kans., Mo.)
- Missouri, Kansas City 30: Henges Co., Inc. of Kansas City, 3007 E. 85th St., P. O. Box 5098, EM 3-1385 (Kans., Mo.)
- Missouri, St. Louis (Maplewood) 17: M. J. Struckel and Co., 3216 Big Bend Blvd., STerling 1-2947 (Mo.)
- North Carolina, Asheville: The Bonitz Insulation Co., 172 W. Haywood St., P. O. Box 686, Phone 3-5393 (N. C.)
- North Carolina, Goldsboro: The Bonitz Insulation Co., 411 Prescott St., BRoadway 2-8174 (N. C.)
- North Carolina, Greensboro: The Bonitz Insulation Co., 411 Prescott St., BRoadway 2-8174 (N. C.)
- Oklahoma, Oklahoma City 18: Sooner Acoustical Co., 4412 N. Western, FOrest 5-8521 (Okla.)
- Oklahoma, Tulsa 1: Oklahoma Acoustical & Specialties Co., 416 E. 9th St., Diamond 3-6101 (Okla.)
- Louisiana, New Orleans 13: Acoustics and Specialties, 1020 Calliope St., MAgnolia 4109 (La., Miss.)
- South Carolina, Charleston: Associated Structures, Inc., P. O. Box 6085, Myers Branch, RAymond 2-8385 (S. C.)
- South Carolina, Greenville: Associated Structures, Inc., P. O. Box 956 (S. C.)
- Tennessee, Knoxville 8: Wilson-Weesner-Wilkinson Co., 202 W. Morelia Ave., P. O. Box 1548 (Tenn.)
- Tennessee, Memphis 3: Acoustics & Specialties, Inc., 656 Marshall Ave., P. O. Box 1736, JAckson 3-1531 (E. Ark., W. Tenn.)
- Tennessee, Nashville 6: Wilson-Weesner-Wilkinson Co., 310 S. Second St., P. O. Box 1021, ALpine 4-1811 (Tenn.)
- Texas, Amarillo: Jenkins Brick & Supply Co., 820 W. Sixth Ave., P. O. Box 1108, DR 2-4336 (Texas)
- Texas, Dallas 25: United Tile Co. of Dallas, 501 S. Good-Latimer Rd., RIverside 1-1828 (Texas)
- Texas, El Paso: Southwest Acoustical Co., 1010 Wall St., PR 8-4278 (Texas)
- Texas, Houston: J. E. Evans, Jr., 8174 River Drive, MIssion 5-5216 (Texas)
- Texas, San Antonio 10: Delta Acoustical Engineering Corp., 1146 Halm Blvd., LEhigh 3-0235 (Texas)
- Virginia, Richmond 8: J. S. Archer Co., 328 W. Cary St., MIlton 4-7846 (Va.)
- West Virginia, Charleston 25: W. B. Craver Co., P. O. Box 1436, DIckens 6-1663 (W. Va.)

BALDOR ELECTRIC CO., 4353 Duncan Ave., St. Louis 10, Mo.

BAR-BROOK MFG. CO., INC., 6133-35 Linwood Ave., Shreveport, La. **(See advertisement on page 110)**
- Alabama, Birmingham: Cary Chapman & Co., 2516 Eighth Court, N., FAirfax 3-5236 (Ala.)
- Florida, Hialeah: Cary Chapman & Co., 301 E. Tenth Ave., TUxedo 5-2519 (Fla.)
- Georgia, Atlanta: Cary Chapman & Co., 600 Trusco Way, S.W., PLaza 8-4506 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
- Kentucky, Louisville: A. L. Pickens, 1925 Button Rd., JUniper 3-5518 (Ky.)
- Louisiana, Metairie: George E. Anderson Co., 1319 Veterans Memorial Blvd., VE 1-3173 (La.)
- Missouri, Kansas City 13: W. H. Faber Co., 6940 Wornall Rd., EMerson 1-4716 (Kans., Mo.)
- North Carolina, Greensboro: Cary Chapman & Co., 1009 S. Elm St., BRoadway 3-9473 (N. C., S. C., Va.)
- Texas, Dallas 2: George E. Anderson, 1901 Griffin St., RIverside 1-5931 (Ark., La., Miss., Okla., Texas)
- Texas, Houston: George E. Anderson, 1015 Chartres, CApitol 4-7231 (Texas)

BARKELEW ELECTRIC MFG. CO., 1905 Columbia Ave., Middletown, Ohio
- Louisiana, New Orleans 18: Glidden Engrg. & Equip. Co., P. O. Box 4063 (Phone Kenner, La., 7-0641) (La., Miss.)
- Missouri, St. Louis 10: Hartig & Assoc., 1246 Hampton, MIssion 7-1022 (Mo.)
- Pennsylvania, Abington: C. H. Ribble Co., 1219 Old York Rd., TUrner 7-7755 (Del., Md., Va.)
- Pennsylvania, Pittsburgh 36: H. E. Ransford Co., 5400 Clairton Blvd., TUxedo 4-3425 (W. Va.)
- Tennessee, Knoxville 18: L. H. Edenfield Agency, 4401 Fulton Drive, MU 7-2130, MU 7-9392 (Ala., Ga., Ky., N. C., Tenn., Va.)
- Texas, Dallas 6: Glidden Engrg. & Equip. Co., 4924 Greenville Ave., EM 8-4851 (La., Texas)
- Texas, Fort Worth 3: Glidden Engrg. & Equip. Co., 1909 Martel Ave., ED 2-9593 (Texas)
- Texas, Houston 3: Glidden Engrg. & Equip. Co., 3902 Winchester Ave., CA 4-6471 (La., Texas)
- Texas, San Antonio: Glidden Engrg. & Equip. Co., 263 Wahrmund St., LEigh 2-9941 (Texas)

BARTH CORPORATION, 12650 Brookpark Rd., Cleveland 30, Ohio
- Georgia, Atlanta 26: W. J. Milner & Co., 3627 Peachtree Rd., N.E. (Ala., Fla., Ga., S. C., Tenn.)
- Louisiana, New Orleans 10: Jim Laubersheimer & Assoc., P. O. Box 1323, EXpress 4049 (La., Miss.)
- Missouri, St. Louis 8: J. C. Korak Co., 4378 Lindell Blvd., FRanklin 1-5100 (Kans., Mo., Okla.)
- Pennsylvania, Philadelphia 4: L. Philip Ertel Co., 32nd & Arch Sts. (Del., D.C., Md.)
- Texas, Dallas 15: Valkus-Kissel, 1711 Kelly St. (Texas)

BARTLETT MFG. CO., 3003 E. Grand Boulevard, Detroit 2, Mich.
- Alabama, Birmingham 3: Belcher & Assoc., Inc., 512 N. 18th St., FA 2-1733 (Ala., Fla., Ga.)
- Florida, Jacksonville 11: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RAymond 4-7811 (Ala., Fla., Ga.)
- Florida, Miami 32: Belcher & Assoc., Inc., 61 N.E. 2nd St., FR 1-1700 (Ala., Fla., Ga.)
- Florida, St. Petersburg 1: Belcher & Assoc., Inc., 710 Central Ave., Phone 7-7575 (Ala., Fla., Ga.)
- Georgia, Atlanta 3: Belcher & Assoc., Inc., 68 Peachtree St., N.W., JAckson 5-4221 (Ala., Fla., Ga.)

W. M. BASHLIN CO., Bashlin Bldg., Grove City, Pa.

BATAVIA METAL PRODUCTS CORP., Liberty & School Sts., Batavia, N. Y.

BAUER & BLACK, 309 W. Jackson Blvd., Chicago, Ill.

BAUER MFG. CO., Hawthorne, Calif.

J. H. BAXTER & CO., 120 Montgomery St., San Francisco 4, Calif.
- California, San Francisco 4: J. H. Baxter & Co., 120 Montgomery St., YUkon 2-0200 (Ala., Del., D.C., Fla., Ga., La., Miss., N. C., S. C., Tenn., Texas)
- Minnesota, Minneapolis: J. K. Hill, Plymouth Bldg., Hennepin Ave. and 6th St., FEderal 5-3646 (Md., W. Va.)
- Nebraska, Omaha 2: Wallace Harrison, 1104 Redick Tower, ATlantic 1616 (Ark., Kans., Ky., Mo., Okla.)

BEAVER PIPE TOOLS, INC., 310 Dana Ave., Warren, Ohio
- Missouri, St. Louis 23: Rudie Lorenz Co., 9500 Gravois St., PLateau 2-5735 (Kans., Mo.)
- Ohio, Lebanon: William Mastern, 614 Silver St., Phone 5-1413 (Ky., W. Va.)
- Tennessee, Memphis 18: John T. Everett & Co., 3400 Democrat Rd., P. O. Box 7126, FAirfax 4-2151 (Ala., Ark., Fla., Ga., S. C., Tenn.)
- Texas, Houston 35: John A. Price, 4750 Benning Dr., PArkview 3-2553 (Okla., Texas)

BECKER BROTHERS CARBON CO., 3450 S. Laramie Ave., Cicero 50, Ill.

BECKER MFG. CO., INC., 9522 E. Gidley St., Temple City, Calif.

BEE LINE LIGHTING, INC., 230 Eugenia St., S.W., Atlanta 3, Ga.
- Georgia, Atlanta 2: Cam Sales Co., 172 Forsyth St., S.W., P. O. Box 5105, Phone 525-0175 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)

BEHR-MANNING CO., 2158 Howe St., Troy, New York

BELDEN MFG. CO., 415 S. Kilpatrick, P. O. Box 5070-A, Chicago 80, Ill.

BELL ELECTRIC CO., 5735-47 S. Claremont Ave., Chicago 36, Ill. **(See advertisement on page 96)**
- Arizona, Phoenix: William Kossnar, 5046 N. 44th St., WH 5-3405 (Texas)
- Arkansas, Russellville: Jack Sauls Co., 1906 S. Boulder St., WO 7-1931 (Ark., Tenn.)
- Florida, Miami 42: J. J. Dreyfuss' Sons, 1461 N.W. 23d St., NE 5-0391 (Fla.)
- Georgia, Atlanta 18: Walter Nash, 751 Chestnut St., N.W., TR 6-8071 (Ala., Ga., Tenn.)
- Kansas, Wichita: Walter Zimmerman, P. O. Box 3621, Munger Sta., MU 3-3161 (Kans., Mo.)

Louisiana, New Orleans: Weilbaecher & Kennedy, 620 Girod St., Phone 523-7559 (Ala., Fla., La., Miss.)
Missouri, St. Louis 22: Don Beattie Co., 17 Wildwood Lane, YO 5-2330 (Mo.)
North Carolina, Greensboro: Wilson P. Byrd Sales, 1920 Sullivan St., BRoadway 3-5932 (N. C., S. C., Va.)
Ohio, Cleveland: Gregory & Flynn, 4501 Perkins Ave., ENdicott 1-0676 (Ky., W. Va.)
Pennsylvania, Philadelphia: Isenberg & Thurlow, 635 N. 19th St., CEnter 2-0200 (Del., D. C., Md., Va.)
Texas, Dallas: Peabody Brothers, 2903 St. Louis Ave. at Oakland, RIverside 7-4801 (Ark., Okla., Texas)
Texas, Houston: Barney Winkler, 776a M & M Bldg. (Texas)

BELOCK INSTRUMENT CORP., 112-03 14th Ave., College Point 56, Long Island, N. Y.
District of Columbia, Washington: Robert Adams, 1625 "I" St., N.W., Phone 638-1272

BENJAMIN ELECTRIC MFG. CO., Des Plaines, Ill.
(See Thomas Industries, Inc.)

BENJAMIN REEL PRODUCTS, INC., 10700 Broadway, Cleveland 25, Ohio
Georgia, Atlanta 8: Strausz, Inc., 344 Williams St., N.W., MUrray 8-1928 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn., Va.)
Indiana, Indianapolis 5: John M. Carr, 410 E. 46th St., AT 3-8427 (Ky.)
Missouri, Kansas City 8: J. F. Tapp Co., 1518 Grand Ave., VIctor 2-6683 (Kans., Mo.)
Pennsylvania, Philadelphia 44: Frank Scharlach Co., 18 W. Chelten Ave., GErmantown 8-4136 & GErmantown 8-4137 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 6: E. J. Roelandt & Assoc., 5941 Baum Blvd., EMerson 2-4216 (W. Va.)
Texas, Dallas 26: Crockett-Jordan-Duncan Co., 2708 Commerce St. (Ark., La., Okla., Texas)

BENT GLASS WORKS, INC., 85-25 126th St., Richmond Hills 18, N. Y.

BERKO ELECTRIC MFG. CORP., 182-20 Liberty Ave., Jamaica 12, N. Y. (See advertisement on page 104)
Florida, Orlando: Ralph B. Shannon, P. O. Box 6171 (Fla.)
Georgia, Atlanta 8: Ernest T. Loyd, 69 Mills St., N.W. (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
Missouri, Kansas City 10: A. P. Rosenstock & Son, 401 E. 72nd Ter. (Kans., Mo., Okla.)
Ohio, Lakewood 7: David J. Bowden, 11720 Edgewater Dr. (Ky., W. Va.)
Pennsylvania, Glenside: R. A. Johnson, 124 S. Easton Rd. (Del., D.C., Md., Va.)

BERNS AIR KING CORP., 3050 N. Rockwell St., Chicago 18, Ill.
District of Columbia, Washington 11: Eliot R. Selinger & Assoc., 6031 Kansas Ave., N.W., LA 6-8200 (D.C., Va.)
Florida, Miami: Larry Simone, 10971 S.W. 57th St., Phone 271-8112 (Fla.)
Georgia, Atlanta 5: Harold C. Herndon, 2390 Bohler Rd., N.W., Phone 794-5677 (Ga.)
Georgia, Decatur: Peter Sokolowski, 1020 Scott Blvd., Apt. E-4, DR 7-8385 (Ala., Fla., Ga., La., Miss.)
Louisiana, New Orleans 12: William E. Brown, 506 Pan American Bldg., Phone 522-2950 (Ala., Fla., La., Miss.)
Maryland, Silver Spring: Stanley Sugarman, 8510 16th St., JU 8-1600 (D.C., Md., W. Va.)
Missouri, St. Louis: Mark Follman Co., 2342 Olive St., CH 1-1122 (Mo., Tenn.)
North Carolina, Greensboro: Hamlin Sales, 111 Keeling Rd., W., CYpress 9-2381 (N. C., S. C.)
Tennessee, Duck River: J. A. Robinette, JU 3-2821 (Ala., Miss., Tenn.)
Texas, Dallas 7: The Hodges Co., 1336 Crampton, Riverside 7-0051 (Okla., Texas)

BARRON BETHEA CO., P. O. Box 2202, Birmingham 1, Ala.
Alabama, Birmingham 9: Rolla Beck, P. O. Box 5824, Homewood Station, TR 1-2992 (Ala., Ga., S. C.)
Florida, Lake Wales: Carter-Moody Agency, P. O. Box 512 (Fla.)
Florida, St. Petersburg 9: Carter-Moody Agency, 5176 48th Ave., N. (Fla.)
Florida, Tallahassee: John Carter, 1707 N. Monroe St. (Fla.)
Florida, Tampa 9: Carter-Moody Agency, 5011 Longfellow Ave. (Fla.)
Missouri, St. Louis 1: Gordon Karraker, 260 Paul Brown Bldg., VO 3-6158 (E. Mo.)
North Carolina, Cary: Fred Woods, R. F. D. 1, Box 16B (D.C., N. C., Va.)
Texas, Dallas 19: Jack D. Tate & Co., 3911 Oak Lawn Ave., LA 8-6103 (Texas)
Texas, Houston: Jack D. Tate & Co., 8711 McAvoy Dr. (Texas)
Texas, S. Fort Worth: Jack D. Tate & Co., 3705 Bellaire Dr. (Texas)
Virginia, Richmond 25: Fred T. Campbell, Campbell & Woods Agency, P. O. Box 8975, Phone 644-0982 (D.C., N. C., Va.)

BETHEA CO., INC., P. O. Box 1407, Birmingham, Ala.
Alabama, Birmingham: Beck Sales Co., P. O. Box 5824, Homewood Station, TR 1-2992 (Ala., Ga., Tenn.)
Arkansas, Pine Bluff: Williamson Sales Co., P. O. Box 3, JE 4-2530 (Ark.)
Florida, Lake Wales: Carter-Moody Agency, P. O. Box 512, Phone 2-5291 (Fla.)
Florida, St. Petersburg: Carter-Moody Agency, 3317 Bayshore Blvd., N.E., ORange 1-1708 (Fla.)
Florida, Tallahassee: Carter-Moody Agency, 1707 N. Monroe St., Phone 224-6161 (Fla.)
Florida, Tampa: Carter-Moody Agency, 5011 Longfellow Ave., Phone 837-7951 (Fla.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd., GLendale 1-6110 (Ky.)
Louisiana, New Orleans: Williamson Sales Co., 519 S. Peters St., Phone 525-5423 (La.)
Louisiana, Shreveport: Williamson Distributing Co., P. O. Box 1687, Phone 424-6638 (La.)
Mississippi, Jackson: Williamson Sales Co., P. O. Box 4686, EM 2-1142 (Miss.)
Missouri, Jefferson City: Howard McCrabb, P. O. Box 251, Phone 6-7261 (Kans., Mo.)
North Carolina, Charlotte 6: J. A. Rudisill & Assoc., 2009 N. Tryone St., FR 6-4792 (N. C., S. C., Va.)
North Carolina, High Point: Oren Palmer, P. O. Box 243, Phone 2-6723 (N. C., S. C., Va.)
Oklahoma, Tulsa: Williamson Distributing Corp., Box 497, TE 6-2386 (Okla.)
Tennessee, Memphis: Williamson Sales Co., 3553 Walnut Grove Rd., GLendale 2-2004 (Tenn.)
Texas, Amarillo: Williamson Sales Co., P. O. Box 1860, DRake 2-9051 (Texas)
Texas, Beaumont: Williamson Sales Co., P. O. Box 3164, TE 2-1965 (Texas)
Texas, Corpus Christi: Williamson Sales Co., P. O. Box 52, UL 3-6054 (Texas)
Texas, Dallas: Williamson Sales Co., Slocum and Cole St., RI 1-5831 (Texas)
Texas, Houston: Williamson Sales Co., 5541 Armour Dr., WA 1-2156 (Texas)
Texas, San Antonio: Williamson Sales Co., P. O. Box 1324, TAylor 6-6683 (Texas)

BETHLEHEM STEEL CO., 701 E. Third St., Bethlehem, Pa.
District of Columbia, Washington 6: Bethlehem Steel Co., 1000 16th St., N.W., EXecutive 3-4720 (D.C., Md., Va.)
Florida, Jacksonville 3: Bethlehem Steel Co., Prudential Bldg., FLanders 9-2434 (Fla.)
Georgia, Atlanta 1: Bethlehem Steel Co., 55 Marietta St., JAckson 2-4918 (Ala., Fla., Ga., La., Miss., S. C.)
Maryland, Baltimore 3: Bethlehem Steel Co., 300 St. Paul Pl., Phone 685-5700 (Md., W. Va.)
Missouri, St. Louis 5: Bethlehem Steel Co., S. Central and Bonhomme Avenues, PArkview 6-4500 (Ark., Kans., Ky., Mo., Tenn.)
North Carolina, Greensboro: Bethlehem Steel Co., 101 N. Elm St., Phone 274-5421 (N. C., Va.)
Ohio, Cincinnati 2: Bethlehem Steel Co., 4th & Walnut Sts., DUnbar 1-6440 (Ky., Tenn.)
Oklahoma, Tulsa 19: Bethlehem Steel Co., 1810 S. Baltimore Ave., LUther 5-9281 (Ark., Kans., Mo., Okla., Texas)
Pennsylvania, Johnstown: Bethlehem Steel Co., 119 Walnut St., JOhnstown 7-4455 (Md.)
Pennsylvania, Philadelphia 3: Bethlehem Steel Co., 1617 Pennsylvania Blvd., LOcust 3-1100 (Del.)
Pennsylvania, Pittsburgh 22: Bethlehem Steel Co., 1200 Oliver Bldg., Mellon Square, GRant 1-5900 (Va., W. Va.)
Texas, Dallas 2: Bethlehem Steel Co., 1412 Main St., RIverside 8-9546 (Texas)
Texas, Houston 1: Bethlehem Steel Co., 7100 Clinton Dr., ORchard 2-7411 (La., Texas)
Virginia, Richmond 19: Bethlehem Steel Co., 219 E. Broad St., Phone 648-4754 (Va.)

BIBI & CO., 25 W. 26th St., New York 10, N. Y.

JAMES G. BIDDLE CO., 1316 Arch St., Philadelphia 7, Pa.
Florida, Coral Gables: Anson Fyler Agency, 4210 Laguna St., Highland 3-7042 (Fla.)
Georgia, Atlanta 13: O. V. Scott, Jr. & Assoc., 305 Techwood Drive, N.W., JAckson 3-0927 (Ga.)
Missouri, St. Louis 1: The C. B. Fall Co., 317 N. 11th St., CHestnut 1-2433 (Kans., Ky.)
North Carolina, Charlotte 2: Ranson, Wallace & Co., 116½ E. Fourth St., ED 4-4244 (N. C., S. C., Va.)
Pennsylvania, Philadelphia 7: James G. Biddle Co., 1316 Arch St., LOcust 4-1620 (Del., Md., W. Va.)
Texas, Dallas: Earl Lipscomb & Assoc., P. O. Box 7084, FLeetwood 7-1881 (Ark., La., Okla., Texas)

BISHOP MFG. CORP., 10 Canfield Rd., Cedar Grove, N. J. (See advertisement on page 42)
Alabama, Birmingham: Godfery W. Glenn Agency, 3205 Second Avenue, South (Ala., N. W. Fla., Ga.)
Arkansas, West Memphis: Malcolm M. Kueneman, 1113 Spears Street (Ark., Miss., Tenn.)
District of Columbia, Washington 5: Andrew H. Baxter, 709 Albee Building (D.C., Md., Va.)
Florida, Eustis: George L. Carlisle, Inc., P. O. Box 1537 (Fla.)
Georgia, Avondale Estates: Clarence Huhman, Jr., P. O. Box 627 (Ala., N.W. Fla., Ga.)
Louisiana, New Orleans 23: Duke-Philibert & Co., 10004 Judy Drive (La., S. Miss.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main Street (Kans., W. Mo.)
Missouri, St. Louis 14: Harlan J. Weisler & Associates, 8890 Lackland Road (E. Mo.)
North Carolina, Charlotte 5: Hammond & Hasbrouck Co., 1109 North Alexander Street (N. C., S. C.)
Oklahoma, Tulsa 3: V. Neal Jennings, 310 Thompson Bldg. (Okla., Tex.)
Pennsylvania, Pittsburgh 28: Burns Electric Co., 1750 North Highland Road (Northern W. Va.)
Tennessee, Knoxville: Clarence E. Pitner, P. O. Box 693 (Ala., N. Miss., Tenn.)
Texas, Dallas 26: L. R. Ward Company, 3009 Canton Street (Okla., Tex.)
Texas, Houston 3: John F. Gaumer, 2219 McKinney Ave. (Okla., Tex.)

BLACK & DECKER MFG. CO., Towson 4, Md.
Colorado, Denver 4: A. R. Cooper, 1010 Bannock St., AComa 2-0621 (Mo.)
Florida, Miami 42: P. B. Wayman, 2075 N.W. 54th St., NEwton 3-9839 (Fla.)
Georgia, Atlanta 13: H. P. Reeves, 316 Techwood Drive, JAckson 4-0431 (Ala., Ga., Ky.)
Maryland, Baltimore 11: R. G. Schuck, 203 W. 28th St., HOpkins 7-7411 (D.C., Md., Va.)
Missouri, Kansas City 8: R. H. Sorrels, 2705 McGee Tfcwy., HArrison 1-1493 (Ark., Kans., Miss., Okla.)
Missouri, St. Louis 10: R. L. Mick, 615 S. Vandeventer Ave., JEfferson 3-2210 (Ky., Miss.)
North Carolina, Charlotte 6: F. R. Cowan, 800 N. College St., FRanklin 5-3721 (N. C., S. C.)
Ohio, Cincinnati 2: J. T. Redmon, 1094 Gilbert Ave., Phone 421-2275 (Ky., W. Va.)
Pennsylvania, Philadelphia 3: F. T. Clark, 333 N. 20th St., LOcust 4-5520 (Del.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Tennessee, Memphis 6: H. M. Boatwright, 921 S. Third St., WHitehall 2-3244 (Ark., La., Tenn.)
Texas, Dallas 7: J. T. Benson, 1808 N. Industrial Blvd., RIverside 1-5089 (Texas)

M. BLACK MFG. CO., 308 N. Third St., Philadelphia 6, Pa.

JASPER BLACKBURN CORP., 1525 Woodson Rd., St. Louis 14, Mo. (See advertisement on page 11)
Alabama, Birmingham: Godfrey Glenn Agency, 3205 Second Ave., S., ALpine 2-0209 (Ala.)
Florida, Jacksonville: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RAymond 4-7811 (Fla.)
Florida, Miami 32: Belcher & Assoc., Inc., 61 N.E. Second St., FRanklin 1-1700 (Fla.)
Florida, St. Petersburg: Belcher & Assoc., Inc., 710 Central Ave., Phone 7-7575 (Fla.)
Georgia, Atlanta: Belcher & Assoc., Inc., 34 Peachtree St., N.W., JAckson 5-4221 (Ga.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd., GLendale 1-6110 (Ky.)
Louisiana, New Orleans 19: Dupont-Bondurant, Inc., 550 N. Pierce St., Phone 482-3167 (La., Miss.)
Maryland, Towson: Roy J. Buress, 502 Stratford Ct., VAlley 5-6777 (Del., D.C., Md., Va., W. Va.)
Missouri, Kansas City: Robert D. Cleaves Co., 9010 E. 50 Highway, Suite "B", FLeming 3-6011 (Kans., Mo.)
North Carolina, Charlotte 8: E. F. Lombardi, 2712 Freedom Drive, EXpress 9-0425 (N. C., S. C.)
Oklahoma, Oklahoma City: Glenn A. Watkins, 1900 Westchester St., VIctor 2-7872 (Okla.)
Tennessee, Memphis: Southland Sales Agents, 1032 Falls Bldg., JAckson 5-0142 (Ark., Ky., Miss., Tenn.)
Tennessee, Nashville: Southland Sales Agents, 3063 Jenry Drive, TUcker 3-7356 (Tenn.)
Texas, Dallas 35: Curtis Musgrove Co., 8909 Sovereign Row (Texas)
Texas, Fort Worth: Curtis Musgrove Co., 304 Mutual Savings Bldg., 8th & Throckmorton Sts., EDison 6-3634 (Texas)
Texas, Houston 27: Curtis Musgrove Co., 3311 Mercer, JAckson 4-9112 (Texas)
Texas, San Antonio: Curtis Musgrove Co., P. O. Box 8232, Laurel Heights, CApitol 7-7070 (Texas)
Virginia, Richmond 25: Leo A. Roach 5010 New Kent Rd., ELgin 8-0023 (Va.)

BLACKHAWK INDUSTRIAL PRODUCTS CO., N. 57th W., 13264 Reichert Ave., Butler, Wis.
Colorado, Denver 2: Archibald & Millie, 1863 Wazee St., AL 5-4973 (W. Kans., W. Texas)
Delaware, Wilmington: James Hartland, 1424 Spruce Ave., Oakhill Section, WYman 8-2697 (Del., D.C., E. Ky., Md., N. C., Va., W. Va.)
Florida, Tampa 6: Phil Dross, 929 Lakewood Ave., WEbster 5-7445 (Ala., Fla., Ga., E. La., Miss., S. C., Tenn.)
Missouri, St. Louis 31: Robert Geekie, 12426 Ballas Meadows Drive, YOrktown 5-6274 (N. Ark., Kans., Ky., Mo., W. Tenn.)
Texas, Dallas 27: Lee McElhaney, 7703 Bearden Lane, EV 1-5539 (Ark., La., Okla., Texas)

BLACKHAWK INDUSTRIES, 250 S. Main St., Dubuque, Iowa (See advertisement on page 83)
Florida, Orlando: Shannon Assoc., 1204 E. Colonial Dr., GA 5-8520 (Fla.)
Georgia, Atlanta 18: I. Arnold Hoge Assoc., 489 Overbrook Dr., N.W., TRinity 4-8024 (Ala., Fla., Ga.)
Illinois, Oswego: Lloyd A. Bowman, Rt. 1, Box 170, (Aurora, Ill.), Twin Oaks 6-8989 (E. Mo.)
Illinois, Rockford: Leonard G. Wahlstrom, 821 N. Rockford, WOodland 3-6539 (Ky., N. Miss., Tenn.)
Missouri, Kansas City 30: C. L. Arehart Co., 5316 Garfield, DElmar 3-0609 (Kans., W. Mo.)
North Carolina, Charlotte 3: LeRoy P. Spoon, 307 Lincoln St., EDison 4-6334 (N. C., S. C.)
Pennsylvania, Philadelphia: Larsen Sales Co., 1620 Wood St., LOcust 7-4949 (Md., Va.)
Texas, Dallas 26: Peabody Brothers, 2903 St. Louis at Oakland, RIverside 7-4801 (Ark., La., Okla., Texas)
Virginia, Richmond 20: Paul Mayo, Jr., P. O. Box 5330, Milton 3-7561 (Va.)

BLAKEMAN BROTHERS ELECTRIC MFG. CO., 5859 Compton Ave., Los Angeles 1, Calif.

BLUE RIDGE GLASS CO., Kingsport, Tenn.

BLUE SEAL LIGHTING MFG. CO., 2514 Morris St., Philadelphia, Pa.
Georgia, Atlanta 3: Jules J. Dreyfuss' Sons, 324 Peters St., S.W. (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Pennsylvania, Oreland: Ronald Taylor, 2005 Quill Lane (Va., W. Va.)
Pennsylvania, Philadelphia 31: Manny Roben, 822 Dover Rd. (Del., D.C., Md.)

BODENDIECK TOOL CO., P. O. Box 499, Taylorville, Ill.
Alabama, Birmingham: Gene Johnson, 2430 2nd Ave., S. (Ala.)
Florida, Miami: Tom Bowen, 192 S.E. Fourteenth Ter., Apt. 30 (Fla.)
Florida, St. Petersburg: J. Noble Arnold, 4228 Cortez Way, S. (Fla.)
Georgia, Smyrna: Wayne Johnson, P. O. Box 201 (Ga.)
Kentucky, Louisville: Shouse Reed Co., 1534 Bardstown Rd. (Ky.)
Louisiana, New Orleans: Dupont Bondurant, 550 N. Pierce St. (La., Miss.)
Missouri, Kansas City 33: Williams & McKinley, 10101 E. 65th St. (Kans., Mo.)
North Carolina, Cary: Fred B. Woods, R. F. D. 1, Box 16-B (Del., D.C., Md., N. C., S. C., Va.)
Tennessee, Memphis: Lloyd Fitts, Manufacturers & Merchants Bldg. (Ark.)
Tennessee, Nashville: John S. Baron, 715 Murfreesboro Rd. (Tenn.)
Texas, Waco: Bob Van Valin, 3104 Alexander Ave. (Okla., Texas)

DAVID BOGEN CO., INC., P. O. Box 500, Paramus, N. J.

BOSTON WOVEN HOSE & RUBBER DIV., American Biltrite Rubber Co., P. O. Box 1071, Boston 3, Mass.

BRADEN WINCH CO., Broken Arrow, Okla.

W. H. BRADY CO., 727 W. Glendale Ave., Milwaukee 9, Wis.
Georgia, Atlanta 5: W. M. Rapp, 3224 Peachtree Rd., N.E., CEdar 3-0136 (Ala., Fla., Ga., Ky., Miss., N. C., S. C., Tenn., Va.)
Missouri, Webster Grove: W. B. Curtin, 519 Lee Ave., STerling 1-6290 (Ark., Kans., Ky., Miss., Mo., Tenn.)
Texas, Dallas 6: F. R. Kuether, 4924 Greenville Ave., EMerson 3-3710 (La., Miss., Okla., Texas)
Virginia, Arlington 1: J. T. Ruof, 2523 Wilson Blvd., JAckson 4-4868 (Md., N. C., Va., W. Va.)

BRANSON INSTRUMENTS, INC., 37 Brown House Rd., Stamford, Conn.
Florida, Clearwater: Branson-Southeast, 1817 Fox Circle, Phone 446-7310 (Ala., Fla., Ga.)
North Carolina, Charlotte 5: James L. Highsmith & Co., 3733 Monroe Rd., FRanklin 7-2546 (N. C., S. C.)
Ohio, Cincinnati 15: Plant Equip. Co., 316 Dunn St., Phone 363-5152 (Ky., Tenn.)
Oklahoma, Tulsa: Engineering Test Services, Inc., 910 S. Boston Ave., LUther 2-7005 (Ark., Kans., La., Miss., Mo., Okla., Texas)
Virginia, Vienna: Branson-Washington: McGuire Court, R. F. D. 4, WEstmore 8-2575 (Del., D.C., Md., Va.)
West Virginia, Charleston 30: R. C. Osborne Co., P. O. Box 2724, DI 2-8711 (W. Va.)

BREWER-TITCHENER CORP., Hi-Line Hardware Div., 111 Port Watson St., Cortland, N. Y.
(Request inquiries sent to address given)

BRIDGEPORT FITTINGS, INC., 209 Center St., Bridgeport 1, Conn. (See advertisement on page 65)
Florida, Miami 42: Suchman Associates Inc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Louisiana, New Orleans 26: J. A. "Gus" Henderson, 6919 Deanne St., WHitehall 4-2732 (La., Miss.)
Missouri, St. Louis 4: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (Ark., Mo.)
North Carolina, Greensboro: Paul Sherrill, Building 1555, Raleigh St., BRoadway 3-6163 (N. C., S. C., Va.)
Oklahoma, Tulsa: The Hodges Co., 4407 South Peoria, RIverside 7-0774 (Okla., Texas)
Tennessee, Nashville: Townes & Co., 710 Sixth Ave., S., ALpine 5-0656 (Ala., Ga., Tenn.)
Texas, Dallas: The Hodges Co., 1336 Crampton St., MElrose 1-8460 (Okla., Texas)
Texas, Houston: Arling D. Smith Co., 3016 Polk Ave., FAirfax 3-1179 (Texas)

BRIDGEPORT INSULATED WIRE CO., 51 Brookfield Ave., Bridgeport 8, Conn.

BRIEGEL METHOD TOOL CO., 104 N.E. First St., Galva, Ill. (See advertisement on page 80)
Georgia, Atlanta 18: Walter S. Nash, 751 Chestnut St., N.W., TRinity 6-8071 (Ala., Ga., S. C., Tenn.)
Indiana, Indianapolis 7: A. Lee Clifford & Co., 1801 W. 18th St., MElrose 6-4449 (Ky.)
Louisiana, New Orleans 10: Al Levin & Assoc., Inc., 301 Gaiennie St., Phone 524-8489 (La., Miss.)
Missouri, St. Louis 12: R. J. Keely Co., 1104 Hamilton Ave., PA 1-4894 (Ark., Kans., Mo.)
Ohio, Cleveland 22: Curtis Sales Corp., 3231 Warrensville Center Rd., SKyline 2-0225 (W. Va.)
Pennsylvania, Philadelphia 47: R. L. Cunningham Electric Co., 843 S. Front St., DEwey 4-6800 (Del., Md.)
Texas, Dallas 1: Valkus-Kissel, 1711 Kelly St., HAmilton 8-7388 (Okla., Texas)
Virginia, Richmond 20: Lewis J. Crews, 1724 Arlington Rd., ELgin 3-2273 (N. C., Va.)

BRIGHT STAR INDUSTRIES, 600 Getty Ave., Clifton, N. J.
Georgia, Atlanta: J. T. Cobb Co., 171 Simpson St., N.W. (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Marietta: George H. Davison Co., 102 N. Hillcrest Dr., MArietta 8-2450 (Ala., Fla., Ga., Miss., Tenn.)
Georgia, Waycross: Ryall-Caskey Sales Co., Inc., 516 Lott St. (Ala., Fla., Ga., Miss., N. C., S. C.)
Illinois, Carpentersville: D. E. Brieske, 107 Green Lane (Kans., Mo.)
Maryland, Glen Bernie: R. F. O'Neill, 700 Delmar Rd. (D.C., Md., Va., W. Va.)
Mississippi, Meridian: O. P. Collins Brokerage Co., 2804 14th St., Phone 3-3239 (Miss.)
Missouri, Kansas City 13: R. S. Black, 6426 Jefferson St., HIland 4-7800 (Kans., Mo.)
Ohio, Cleveland: A. W. Hoffman Sales Co., Inc., 4205 Chester Ave., EXpress 1-4484 (Ky., W. Va.)
Ohio, North Olmsted: E. O. Likes, 4162 Canterbury Rd. (Ky., W. Va.)
Pennsylvania, Philadelphia 26: R. J. Lyons, 6401 Lawnton Ave. (Del.)
Texas, Dallas 7: Bradley Wayne & Assoc., 2412 Converse St. (Ark., La., Okla., Texas)
Texas, Dallas: R. B. Wilber Co., 106 Express St. (Ark., Kans., La., Mo., Okla., Texas)

BROAN MFG. CO., INC., P. O. Box 140, Hartford, Wis.
Florida, Fort Lauderdale: Richard G. Becker, P. O. Box 8787, JAckson 4-6602 (Fla.)
Louisiana, New Orleans: James Roan, P. O. Box 23083, Harahan Sta., KEnner 721-0221 (Ala., La., Miss.)
Missouri, St. Louis: E. G. Sommerlath, Jr. & Assoc., 2741-47 Olive St., JEfferson 1-7000 (Kans., Mo.)
North Carolina, Charlotte 7: Jim Sangster, 6130 Old Providence La., EM 6-2639 (N. C., S. C.)
Oklahoma, Oklahoma City: Perkins Bros. Sales Co., 1411 Classen Blvd., JAckson 4-7535 (Okla.)
Pennsylvania, Paoli: Robert Hughes, P. O. Box 364, LOcust 4-3838 (Del., Md.)
Pennsylvania, Pittsburgh: Johnson Hardware Agency, 35 Ewing Ave., WAlnut 1-2845 (W. Va.)
Tennessee, Nashville: A. A. Gorin, 6300 Brownlee Rd., CY 7-4156 (Ga., Ky., Miss., Tenn.)
Texas, Dallas: George W. Zimmermann, 6227 Lakehurst Ave. (Texas)
Virginia, Charlottesville: Robert A. Broan, 1513 Westwood Rd., Phone 2-5594 (D.C., N. C., Va.)

BRODWAX FLUORESCENT CO., 443 Glenmore Ave., Brooklyn 7, N. Y.

BROOK MOTOR CORP., 3302-04 W. Peterson Ave., Chicago 45, Ill.
Alabama, Birmingham: George O. Mabry, 3606 6th Ave., S., Phone 592-7213 (Ala.)

Florida, Sarasota: J. H. Stonhouse, 32 S. Palm Ave., Phone 958-6815 (Fla.)
Georgia, Atlanta 5: W. E. Cook & Assoc., 3133 Maple Drive, N.E., Phone 231-2926 (Ga.)
Kentucky, Louisville 5: Richard A. Esterle, 3041 Rosedale Blvd., GLendale 4-0121 (Ky.)
Maryland, West Hyattsville: V. V. Miller, P. O. Box 616, APpleton 7-1877 (Md., Va.)
Missouri, Kansas City 8: Charles V. Dunn Assoc., 715 W. 23rd Tfcwy., BAlt. 1-1106 (Mo.)
Missouri, St. Louis 20: Russ D. Sebright & Co., 7120 W. Florissant Ave., COlfax 1-0055 (Mo.)
North Carolina, Charlotte 9: William G. Baynard, 1811 Sterling, FRanklin 5-1240 (N. C., S. C.)
Oklahoma, Tulsa 10: Robert Nott Co., 2532 E. Admiral Blvd., WEbster 9-0535 (Okla.)
Tennessee, Memphis: Underwood Sales Co., 648 Riverside Dr., JAckson 7-7819 (Ark., La., Miss., Tenn.)
Texas, Houston: James F. Gryder, 5314 Viking St., OV 2-5939 (Texas)

BROOKSIDE MANUFACTURING, INC., Tape Division, 65 Brookside Ave., Boston 30, Mass.

BROWN BOVERI CORP., 19 Rector St., New York 6, N. Y.
Alabama, Birmingham: Carl Smith, 512 N. 18th St., FA 2-1733 (Ala.)
Florida, Jacksonville 11: H. Jack Belcher-Belcher & Assoc., Inc., 8751 Atlantic Blvd., RAymond 4-7811 (Ala., Fla., Ga.)
Florida, Miami 32: E. E. Getsee, 61 N.E. 2nd St., FRanklin 1-7000 (Fla.)
Florida, St. Petersburg: Chester G. Anderson, 710 Central Ave., Phone 7-7575 (Fla.)
Georgia, Atlanta 3: W. T. Workinger, 34 Peachtree St., N.W., JAckson 5-4221 (Ga.)
Missouri, Kansas City 12: Kansas City Equipment Co., 4706 Holly St., PLaza 3-3737 (Ark., Kans., Mo., Okla.)
New York, New York 6: Brown Boveri Corp., 19 Rector St., DIgby 4-3990 (Del.)
North Carolina, Charlotte 3: LeRoy P. Spoon, 307 Lincoln St., ED 4-6334 and FR 7-6358 (N. C., S. C.)
Ohio, Hamilton: E. C. Schum, 723 Dayton St., TWinbrook 5-9526 (Ky.)
Pennsylvania, Pittsburgh 22: E. B. McKinney, Investment Bldg., 239 Fourth Ave., ATlantic 1-3138 (D.C., Md., W. Va.)
Tennessee, Knoxville: J. G. Pettyjohn, 234 Daylight Bldg., P. O. Box 395, Phone 523-0111 (Tenn.)
Texas, Dallas 35: W. B. Sailers, 1118 Exchange Bk. Bldg., 100 Exchange Park, N., FLeetwood 2-4061 (Texas)

BROWN CO., 150 Causeway St., Boston 14, Mass.
Alabama, Birmingham 13: John C. Moore, 3008 Woodhaven Circle (Ala., Fla., Ga., Ky., La., Miss., Tenn.)
Florida, Neptune Beach: Arthur LeClair, 505 Oak St., CH 9-4143 (Fla., S. C.)
Texas, Irving: Phil Parham, 1115 Coronet St., BL 5-3833 (La., Okla., Texas)

BROWN WOOD PRESERVING CO., INC., Martin Brown Bldg., Louisville 2, Ky.

BRUNHOFF MFG. CO., 1825 Freeman Ave., Cincinnati 14, Ohio

BRYANT ELECTRIC CO., P. O. Box D, Barnum Sta., 1421 State St., Bridgeport 2, Conn.
Florida, Jacksonville 11: W. L. Porter, 1203 Glynlea Rd., RA 5-4342 (Ga., S. C.)
Florida, Tampa 10: J. A. Briggs, 108 Glen Ridge Rd., WE 8-3357 (Fla.)
Georgia, Decatur: Vernon K. Hines, 1510 Delia Drive, Phone 443-9698 (Ala., Ga., Ky., Tenn.)
Kentucky, Louisville: W. E. Long, 3133 Tallsman Rd., GL 4-4452 (Ky., Tenn., W. Va.)
Louisiana, New Orleans 15: J. B. Daly, 1420 Valmont St., TW 9-2073 (La.)
Maryland, Bethesda: J. J. Butler, 5709 Kingswood Ct., EM 5-3767 (Md., W. Va.)
Missouri, Kansas City: H. J. Kepple, P. O. Box 1182, LO 1-7075 (Kans., Mo., Okla.)
Missouri, St. Louis: R. A. Wooten, 952 Twining Pl. (Webster Groves), WO 2-8634 (Mo.)
North Carolina, Greensboro: F. L. Odum, 1711 Westridge Rd., BR 3-8831 (N. C., S. C., Tenn.)
Pennsylvania, Glenshaw: R. L. Goodwill, 133 Ida Drive, HU 6-9698 (W. Va.)
Pennsylvania, Swarthmore: F. R. Cline, 638 7th Ave., KI 3-3656 (Del.)
Tennessee, Memphis 16: B. L. Greene, 4799 Woodridge Drive, EX 7-3814 (Ark., Ky., Miss., Tenn.)
Texas, Garland: D. R. Parrish, 2425 Cardinal St., BR 6-1482 (Okla., Texas)
Texas, Pasadena: J. R. Commons, 506 Hamilton La., GR 3-1414 (Texas)
Virginia, Richmond: W. B. Slayton, 1207 Hollins Rd., AT 2-1535 (Va., W. Va.)

BUCHANAN ELECTRICAL PRODUCTS CORP., 225 Route 22, Hillside, N. J. (See advertisement on page 102)
Alabama, Birmingham 3: Carl Smith, Belcher & Assoc., 512 N. 18th St., FA 2-1733 (Ala., W. Fla.)
Colorado, Denver 7: Fred Pease, 4921 E. 38th Ave., DU 8-4643 (W. Texas)
Florida, Jacksonville: Jack Belcher, Belcher & Assoc., RA 4-7811 (Fla.)
Georgia, Atlanta 3: William Workinger, Belcher and Assoc., 34 Peachtree St., N.W., JA 5-4221 (Ga.)
Louisiana, New Orleans 16: Hutson Colcock, W. L. Clinton & Co., 609 Audubon Bldg., Phone 524-5531 (S. La.)
Maryland, Baltimore 2: A. D. Wilson, 508 St. Paul St., SA 7-1424 (D.C., E. Md., Va.)
Mississippi, Jackson 6: William Strickland, W. L. Clinton & Co., 152 Chippewa Circle, EM 6-6195 (N. La., N. Miss.)
Missouri, Kansas City 30: Charles Arehart, 5316 Garfield St., DE 3-0609 (Kans., W. Mo.)
Missouri, Kirkwood 22: Ray Martin, 210 Kirkwood Bank Bldg., YO 6-8659 (W. Ky., E. Mo.)
North Carolina, Charlotte 8: C. Carroll Niedringhaus, 5338 Murray Hill Rd., JA 3-0558 (N. C., S. C., E. Tenn.)
Ohio, Cincinnati 1: Pogue Sherrill, P. O. Box 1623, BE 1-9794 (E. Ky.)
Pennsylvania, Philadelphia 6: William J Cusick, 220 Quarry St., MA 7-6424 (Del., W. Md., W. Va.)
Tennessee, Memphis 4: Hal Beard, W. L. Clinton & Co., 173 S. Cooper St., BR 4-1744 (Ark., W. Tenn.)
Texas, Fort Worth 19: J. E. Morton, W. L. Clinton & Co., 3500 Martin St., JE 6-5290 (Okla., N. Texas)
Texas, Houston: Walter Clinton, 1013 Wood St., FA 3-2701 (S.E. Texas)

CHRIS BUCKELS, INC., 4830 S. Hoyne Ave., Chicago 9, Ill.
Alabama, Gadsden: Ray W. Williamson & Assoc., P. O. Box 28, Liberty 6-9340 (Ala., W. Fla., W. Ga., Miss., Tenn.)
Florida, Miami Beach: David F. Byrnes, 901 89th St., UNion 6-3962 (Fla.)
Missouri, St. Louis 8: Lloyd A. Bowman, 4060 W. Pine St., OLive 2-4930 (Ill., Mo.)
South Carolina, Charleston 31: Neil J. McDaid, 126½ Williman St., RA 3-4561 (Ga., N. C., S. C.)

W. H. BUCKINGHAM MFG. CO., Box 109, Binghamton 1, N. Y.
New York, Binghamton: Linemens Supply Corp., 7-9 Travis Ave., RA 2-5195 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)

BUCYRUS-ERIE, South Milwaukee, Wis.

BUFFALO FORGE CO., Buffalo Pumps Div., 490 Broadway, P. O. Box 985, Buffalo 5, N. Y.
Alabama, Birmingham 13: J. H. Judd, P. O. Box 7614, 205 TRemont 1-7261 (Ala., N.W. Fla.)
Arkansas, Little Rock: J. L. Brown, 217 Terminal Whse. Bldg. (Ark.)
District of Columbia, Washington 5: G. S. Frankel, Federal & Marine Department, 222 Woodward Bldg., 15th & H St., N.W., ME 8-3809 & ME 8-3810
Florida, Jacksonville: H. L. McMurry & Co., P. O. Box 2548, ELgin 5-8322 (N. Fla.)
Florida, Miami 32: Ousley & Assoc., Inc., 33 N. E. Sixth St., FRanklin 1-7664 (S. Fla.)
Florida, Tampa 9: Rolf V. Klippert, 4302 Henderson Blvd., Suite 110-A, Austin Bldg., Phone 8-6572 (W. Fla.)
Georgia, Atlanta 13: L. E. Fursman, Jr., Buffalo Pumps, Southern District, 305 Techwood Dr., N.W., JAckson 3-1656
Georgia, Atlanta 13: Carl E. Wagner, 305 Techwood Dr., N.W., Phone 523-1656
Georgia, Atlanta 13: J. W. Rockwell, 305 Techwood Dr., N.W., Phone 523-1656 (Ga.)
Kentucky, Louisville 2: H. M. Lutes, 633 S. Fifth St., JUniper 7-7349 (W. Ky.)
Louisiana, New Orleans 25: Devlin & Alpaugh, 4424-C Earhart Blvd., P. O. Box 13428, Phone 822-1636 (La., Miss.)
Maryland, Baltimore 18: D. M. Robinson, 2514 Maryland Ave., BElmont 5-7124 (Md.)
Missouri, Kansas City 11: D. J. Seifert, V. F. W. Bldg., Broadway at 34th St., 816 VAlentine 1-8042, TWX K. C. 179 (Kans., Mo., Okla.)
Missouri, St. Louis 10: J. W. Cooper, 2500 Hampton Ave., MIssion 7-5910 (Mo.)
North Carolina, Greensboro: Stipp & Powell, Inc., 1802 Pembroke Rd., Box 9297, BRoadway 5-3383 (N. C.)
Ohio, Cincinnati 9: J. W. Gibbs, 3047 Madison Rd., JEfferson 1-8833 (N.E. Ky.)
Oklahoma, Tulsa 9: Process Equipment Co., 3141 E. 15th St., P. O. Box 5145, Donalson Sta., WEbster 9-7334 (Okla., N.W. Texas)
Pennsylvania, Philadelphia 3: Davidson & Hunger, Rm. 400, 220 S. 16th St., PEnnypacker 5-2553 (Del.)
Pennsylvania, Pittsburgh 22: W. D. Simpson, 345 Fourth Ave., GRant 1-3389 (W. Va.)
South Carolina, Greenville: Stipp & Powell, Inc., 104 E. Stone Ave., Box 1796, CEdar 3-7488 (S. C., N.E. Tenn.)
Tennessee, Knoxville 2: C. F. Sexton, 702 Empire Bldg., P. O. Box 2224, Phone 3-9219 (E. Tenn.)
Tennessee, Memphis 6: Process & Power, Inc., 1565 Harbor Ave., P. O. Box 10138, WHitehall 2-3253 (Miss., W. Tenn.)
Tennessee, Nashville 4: James E. Hailey Co., 726 16th Ave., S., CHapel 2-3437 (Tenn)
Texas, Corpus Christi: Langhammer-Rummel Co., 109 Chapparral St., P. O. Box 1365, Noyland Bldg., TU 3-5781 (S. Texas)
Texas, Dallas 1: T. H. Anspacher Co., 615 Tower Petroleum Bldg., Riverside 1-4957 (Texas)
Texas, Houston: John B. Freeman Co., 2419 South Blvd., JAckson 8-2427 (W. La., E. Texas)
Texas, San Antonio 6: Langhammer-Rummel Co., 300 Blum St., CApital 6-6292 (S. Texas)
Virginia, Richmond 21: N. G. Husk, 3318 W. Cary St., Phone 358-4711 (Va.)

E. D. BULLARD CO., 6719 S. Figueroa, Los Angeles, Calif.

BULLDOG ELECTRIC PRODUCTS DIV., I-T-E Circuit Breaker Co., P. O. Box 177, Detroit 32, Mich.
Alabama, Birmingham 12: D. C. Vann, 701 S. 37th St., FAirfax 4-7585
Florida, Jacksonville 11: K. Ratz, Jr., 6324 Kennerly Rd., FLanders 9-9659 (Fla.)
Florida, South Miami 43: J. T. Byrnes, 4215 Ponce de Leon Blvd., Highland 4-6516 (Fla.)
Florida, Tampa 6: E. L. Dunaway, 221 N. Howard Ave., Phone 84-6871 (Fla.)
Georgia, Atlanta 5: G. J. Cochran, 3272 Peachtree Rd., N.E., Phone 237-6361 (Ga.)
Louisiana, New Orleans: M. O'Quinn, 1500 Carondelet St., JA 2-3643
Mississippi, Jackson: S. C. Ammons, 328B E. South St., Bldg., FLeetwood 4-4081
North Carolina, Charlotte 2: J. W. Harrawood, 215 E. Morehead St., EDison 4-0814 (N. C.)
North Carolina, Greensboro: W. R. Luebke, 3409 Kenmore St., BRoadway 5-6205 (N. C.)
South Carolina, West Columbia: R. L. Carson, 1630 "C" Ave., ALpine 3-3948 (S. C.)
Tennessee, Knoxville: W. R. Nash, 2643 Kingston Pike, S.W., Phone 523-2142 (Tenn.)
Tennessee, Memphis 3: S. A. Frazier, 219 Adams Ave., JAckson 6-1169 (Tenn.)
Tennessee, Nashville: D. W. Stewart, 202-1717 West End Bldg., ALpine 6-5452 (Tenn.)

Palm Ave., P. O. Box 7, Burbank, Calif.
BURBANK ELECTRICAL PRODUCTS, 215 W.

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

BURGESS BATTERY CO., Freeport, Ill.
Colorado, Denver 23: Hyde Electronics Co., 888 S. Lipan St., WE 6-3456 (Kans., Texas)
Florida, Miami: Lynn Nichols, P. O. Box 69-3038, Norland Branch, Phone 624-6381 (Fla., Ga.)
Georgia, Chamblee: Joseph Spears, 99 Pearl La., Phone 457-3582 (Ala., Ga., S. C.)
Louisiana, Metairie: D. G. Smith, 332 Brockenbrough Ct., VE 1-1394 (Ala., Fla., La., Miss.)
Maryland, Baltimore 7: A. M. Pecore, 1626 Forest Park Ave., RI 7-3170 (D.C., Md., N. C., Va.)
Missouri, Kansas City: C. H. Lewis, 12204 E. 47th St., FL 6-4564 (Kans., Mo.)
Missouri, St. Louis: Barton Floyd, 23 Waverton Dr., WY 4-0390 (Ky., Mo.)
North Carolina, Greensboro: Stephen Kutos, 202 Howell Pl., Phone 288-3517 (N. C., S. C., Va., W. Va.)
Ohio, Cincinnati: Edward Sergent, 9780 Yuba Ct., Phone 931-6168 (Ohio, Ky., W. Va.)
Pennsylvania, Philadelphia 49: Milton C. Batley, 2929A Lardner St., CU 9-1336 (Del., Md.)
Pennsylvania, Pittsburgh: William Boyd, 15 Gass Rd., PO 6-4678 (Md., W. Va.)
Tennessee, Loudon: Olan M. Williamson, Fort Hill, GL 8-3115 (Ky., Tenn., Va.)
Tennessee, Memphis: Robert Whitten, 2490 Johanna Dr., FA 3-1446 (Ala., Ark., Miss., Tenn.)
Texas, Dallas 34: Sheldon Harris, 13346 Winterhaven Dr., CH 7-4524 (Ark., Okla., Texas)
Texas, Houston 17: William J. Costello, Jr., 10517 Aves St., HU 6-4342 (Texas)

BURKE ELECTRIC CO., 1201 W. 12th St., Erie, Pa.

BURNDY CORP., Richards Ave., Norwalk, Conn.
Alabama, Birmingham 9: Charles W. Ashby Co., 1827 28th Ave., S., Tremont 9-1651 (Ala., Tenn.)
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., P. O. Box 107, FRanklin 4-8201 (Ark.)
District of Columbia, Washington 13: Bradley Co., Inc., 212 "H" St., N.W., REpublic 7-1300 (D.C., Md., Va.)
Florida, Miami 32: Shaw Hardy Co., 846 Ingraham Bldg., FRanklin 4-8342 (S. Fla.)
Florida, Tampa 9: Electrical Sales, Inc., 3427 Grand Central Ave. (Mail-P. O. Box 10496), RE 7-6574 (N. Fla.)
Georgia, Atlanta 18: Roy E. Wilson Co., 1062 Northside Dr., N.W., TRinity 6-8833 (Ga.)
Louisiana, New Orleans 25: Curtis H. Stout of Louisiana, Inc., 953 S. Clark St., (Mail - P. O. Box 13291) Phone 482-3183 (La.)
Mississippi, Jackson: Curtis H. Stout, Inc., 706 Electric Bldg., FLeetwood 4-4326 (Miss.)
Missouri, Kansas City 11: The Charles L. Ward Co., 3433 Roanoke Rd., VAlentine 1-8895 (Kans., Mo.)
Missouri, St. Louis 22: Henderson Sales Co., 13014 Manchester, P. O. Box 3802 Kirkwood, YOrktown 5-7650, YOrktown 5-7651 (Mo.)
North Carolina, Charlotte 3: Glenn & Larson of Carolina, Inc., 1321 E. Morehead St., P. O. Box 4175, Charlotte 4, N. C., EDison 4-3994 (N. C., S. C.)
Ohio, Cincinnati 6: Burndy of Ohio, Inc., 1433 E. McMillan St., PLaza 1-1611 (Ky.)
Oklahoma, Oklahoma City 4: R. C. Ramsey Co., 1239 W. Main St., CEntral 5-6818 (Okla.)
Pennsylvania, Philadelphia 4: Bradley Co., Inc., 3341 Arch St., EVergreen 2-4040 (Del.)
Tennessee, Memphis: Curtis H. Stout of Tenn., Inc., 718 M & M Bldg., JAckson 6-7601 (Tenn.)
Texas, Dallas 3: Elgin B. Robertson, Inc., 1339 Plowman St., WHitehall 2-3157 (Texas)
Texas, Houston 4: Elgin B. Robertson Co., 4101 San Jacinto, JAckson 9-3797, JAckson 9-3798 (Texas)
West Virginia, Charleston 4: Muller, Harper & Assoc., Inc., P. O. Box 4166, WAlnut 5-5343 (W. Va.)

JAMES F. BURNS CO., 1601 Industrial Highway, Pennsauken, N. J. (See advertisement on Page 21)
Arkansas, Little Rock: Jack Greene and Co., P. O. Box 2591, MOhawk 4-2696 (Ark.)
Florida, Miami 42: DECO Sales Assoc., 3615 N. W. 47th St., NEwton 5-1308 (Fla.)
Georgia, Atlanta 18: I. Arnold Hoge Assoc., 489 Overbrook Dr., N.W., TRinity 4-8024 (Ala., Ga., E. Tenn.)
North Carolina, Greensboro: Wilson P. Byrd, P. O. Box 6101, Summit Sta., BRoadway 3-5932 (N. C., S. C.)
Pennsylvania, Philadelphia: Stuart E. Thurlow, 635 N. 19th St., CEnter 2-0200 (D.C., Md.)
Tennessee, Memphis: Ross D. Thomas Co., 730 M & M Bldg., JAckson 7-2492 (Tenn.)
Texas, Houston 27: Robert R. Barr and Assoc., 5417 Fayette, SUnset 2-6379 (Texas)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd., BRidge 2-3449 (Va.)

BURTON MFG. CO., 2520 Colorado Ave., Santa Monica, Calif.

BUSSMANN MFG. DIV., McGraw-Edison Co., St. Louis 7, Mo., 2536 N. University Ave. (See advertisement on Back Cover)
Alabama: See Georgia & Louisiana
Arkansas: See Louisiana, Oklahoma & Texas
Colorado, Denver 7: H. L. Davin, 2919 Forest St., FR 7-1357 (Texas)
Delaware: See Maryland & Pennsylvania
District of Columbia: See Maryland
Florida, Largo: W. K. Penhallegon, Jr., 690 Keene Rd., Phone 584-0375 (Fla.)
Georgia, Decatur: H. A. Mason, 2337 Tanglewood Rd., ME 4-4300 (Ala., Ga., S. C., Tenn.)
Indiana, Indianapolis 8: R. A. Rearden, 4724 Boulevard Pl., AT 3-7046 (Ky.)
Iowa, Davenport: Tim H. Bates, 202 Forest Rd., Phone 355-5400 (Mo.)
Kansas, Prairie Village: Don O. Smith, 6500 Overbrook Rd., EN 2-5867 (Kans., Mo.)
Kentucky, Louisville 18: Murray F. Dickson, 3611 Rosemont Ct., GL 1-7652 (Ky., Tenn.)
Louisiana, Metairie 7: H. G. Duke, 408 Atherton Dr., VE 3-6831 (Ala., Ark., La., Miss., Mo., Tenn.)
Maryland, Towson 4: J. D. Rambo, 818 Stags Head Rd., HO 7-5713 (Del., D.C., Md., Va., W. Va.)
Missouri, St. Louis 7: P. P. Gubany, 2536 W. University St., GA 1-1740 (Mo.)
North Carolina, Greensboro: K. L. Williams, 1125 Westridge Rd., CY 9-3348 (N. C., S. C.)
Ohio, Cincinnati 27: R. G. Taylor, 6826 Hammerstone Way, BR 1-5613 (Ky., Tenn., Va., W. Va.)
Ohio, Columbus 21: Gordon M. Dana, 2744 Woodstock Rd. (W. Va.)
Oklahoma, Tulsa 14: T. C. Wier, 2616 S. Owasso, RI 3-3939 (Ark., Kans., Mo., Okla., Texas)
Pennsylvania, Radnor: A. L. Branning, P. O. Box 167 (Phone Philadelphia, Pa., KI 6-0644) (Del.)
Pennsylvania, Pittsburgh: Paul C. Stock, 10423 Lindberg Ave., FR 1-3956 (W. Va.)
Texas, Dallas 28: H. A. Cardwell, 3120 Healey Dr., BR 9-4028 (Ark., La., Texas)
Texas, Houston 6: E. R. O'Connor, 2103 Milford, JA 4-3487 (Texas)
Virginia, Richmond 25: W. H. Kirkland, 3343 Warner Rd., BR 2-2915 (Va., W. Va.)

C

C & D BATTERIES, Div. of The Electric Autolite, Washington & Cherry Sts., Conshohocken, Pa.
Alabama, Birmingham 1: General Machinery Co., 1600 2nd Ave., S., ALpine 1-9243 (Ala., Tenn.)
District of Columbia, Washington 24: Eugene L. Krauss, 423 Washington Bldg., NAtional 8-1852
Florida, Jacksonville 5: Charles E. Singleton Co., 5079 W. Beaver St., EVergreen 8-6390 (Fla., Ga.)
Georgia, Atlanta 5: Mark C. Pope Assoc., 309 Pharr Rd., N.E., CEdar 3-3790 (Ga., Tenn.)
Kansas, Shawnee Mission: R. M. Ash & Assoc., 5400 Buena Vista, SKyline 1-2446 (Kans., Mo.)
Louisiana, Baton Rouge: Duke-Philibert & Co., 10335 S. River Oaks Dr., WAlnut 4-3945 (Ala., La., Miss.)
Louisiana, New Orleans 23: Duke-Philibert & Co., 10004 Judy Dr. (Ala., La., Miss.)
Maryland, Baltimore 18: Charles F. Gross Assoc., 19 E. 21st St. (Del., Md.)
Missouri, St. Louis 30: Elmer H. Boyer & Assoc., Inc., 559 N. Skinker Blvd., VOlunteer 3-6171 (Mo.)
North Carolina, Charlotte 9: William G. Baynard, 1811 Sterling Rd., FRanklin 5-1240 (N. C., S. C.)
Ohio, Cincinnati 24: Power Operated Products, 5912 Hamilton Ave., KIrby 1-1399 (Ky.)
Pennsylvania, Pittsburgh 21: A. C. Moore, 727 Penn Ave., CHurchill 1-9051 (W. Va.)
Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway East, WH 8-0496 (Ark., Miss., Tenn.)
Texas, Dallas 31: Southwestern Battery Supply Co., 7023 Town North Drive, DIamond 8-4060 (Texas)
Texas, Houston 3: William E. Brice Co., 303 Bastrot St., CApitol 2-7321 (Texas)
Virginia, Richmond: John J. Wilson, 4101 Bremner Blvd., COlony 6-0761 (Va.)

C & H AIR CONDITIONING FAN CO., INC., 1603 DeKalb Ave., N.E., Atlanta 7, Ga.

CABLE ELECTRIC PRODUCTS, INC., 234 Daboll St., Providence 7, R. I.
Florida, St. Peterburg: S. C. Steinharter, 4835½ Burlington Ave., N. (Fla., Ga., N. C., S. C.)
Kentucky, Louisville 5: J. L. Weyhing, 1914 Rutherford Ave. (Ky.)
Louisiana, New Orleans 10: Al Levin & Assoc., Inc., P. O. Box 1279, 301 Gaiennie St. (La., Miss.)
Maryland, Baltimore 2: Barrington Assoc., 409 Marine Bank Bldg., 33 S. Gay St. (Del., D. C., Md.)
Missouri, St. Louis 17: Al Mayer & Co., 6376 Clayton Rd. (Kans., Mo.)
Tennessee, Nashville 2: Cornelius C. Apffel, 4433 E. Brookfield Dr. (Ala., Ark., Tenn.)
Texas, Dallas 35: W. H. Jack McAdams, 6115 Denton Dr. (Okla., Texas)
Virginia, Richmond 30: R. C. Cooke, D/B/A Electronex Assoc., 2904 W. Clay St. (Va.)

CABLE SPINNING EQUIPMENT CO., 3100 Topeka Ave., Topeka, Kans.

CALCON MANUFACTURING CO., INC., 100 Oakland Ave., Washington, Pa.

CALVERT CO., 19851 Ingersoll Dr., Rocky River 16, Ohio
Alabama, Birmingham 9: Charles W. Ashby Co., 1827 S. 28th Ave., TRemont 9-1651 (Ala., N. Fla.)
Florida, Jacksonville 11: Belcher & Assoc., 8751 Atlantic Blvd., RAymond 4-7811 (N. Fla., S. Ga.)
Florida, Miami 32: Belcher & Assoc., 61 N.E. 2nd St., FRanklin 1-1700 (Fla.)
Florida, St. Petersburg 12: Belcher & Assoc., 710 Central Ave., Rm. 204, Phone 7-7575 (Fla.)
Georgia, Atlanta 3: Belcher & Assoc., 34 Peachtree St., JAckson 5-4221 (Ga.)
Kentucky, Lexington: Cory, Crum & English, 342 Blueberry La., Phone 7-3958 (Ky.)
Louisiana, Baton Rouge: Gregory-Salisbury & Assoc., 2621 Highland Rd., DIckens 2-2873 (La.)
Louisiana, New Orleans 12: Gregory-Salisbury Co., 820 Julia St., TUlane 5207 (La.)
Mississippi, Jackson: Gregory-Salisbury & Assoc., P. O. Box 9767, EMerson 2-1671 (Miss.)
Missouri, Kansas City 6: Lynn Elliott Co., 832 Law Bldg., VIctor 2-4197 (Kans., Mo.)
Missouri, St. Louis 1: Gordon Karraker, 260 Paul Brown Bldg., CEntral 1-3666 (Mo.)
North Carolina, Charlotte 9: Engineer Sales Co. of Carolina, Box 11406, EMerson 6-1863 (N. C.)
South Carolina, Columbia: Engineer Sales Co. of Carolina, 715 Woodrow St., AL 3-4004 (S. C.)
Tennessee, Knoxville: John G. Pettyjohn, P. O. Box 395, Phone 3-0111 (Tenn.)
Tennessee, Memphis: Gregory-Salisbury & Co., 250 S. Parkway E., WH 8-0496 (Ark., Tenn.)
Texas, Dallas 20: Kemp Engrg. Co., P. O. Box 13251, FLeetwood 7-6663 (Okla., Texas)
Texas, Houston 4: Kemp Engrg. Co., 2809 Caroline St., CApital 7-0748 (Texas)
Virginia, Richmond 21: Rumsey Electric Co., 2910 W. Moore St., ELgin 5-4379 (Va.)
West Virginia, Charleston 4: Muller, Harper & Assoc., P. O. Box 4166, WA 5-5343 (W. Va.)

CANNING PEKARA, INC., 2144 N. Wood St., Chicago 14, Ill.

CANNON ELECTRIC CO., 3208 Humboldt St., Los Angeles 31, Calif.

CAPITAL WIRE & CABLE CORP., Plano, Texas
Arkansas, North Little Rock: Roland Shillcutt, 3913 Maple St., SK 3-5770 (Ark.)
Florida, Miami 56: Bruce W. Stiles, P. O. Box 798, Kendall Branch, MO 5-7195 (Fla.)

Georgia, Atlanta 16: W. J. Milner Co., 1081 Memorial Dr., S.E., CE 7-6457 (Ala., Fla., Ga., S. C., Tenn.)
Kentucky, Louisville 3: L. P. Chick Co., 1551 S. Tenth, MElrose 5-7911 (Ky., Miss., Tenn.)
Missouri, Kansas City 14: Dean Clendenen Co., 8317 Ward Parkway, DElmar 3-8142 (Kans., Mo.)
Oklahoma, Tulsa 6: Eastern Electrical Sales, Inc., P. O. Box 6052, Pine Square Station (Okla.)
Texas, Houston 24: Clayton J. Woodward, P. O. Box 19487, HO 8-6291 (La., Miss., Texas)
Texas, Plano: Distributors Sales, Inc., P. O. Box 7 (Texas)

CAPITOL HARDWARE MFG. CO., INC., 400 N. Leavitt St., Chicago 12, Ill.

PHILIP CAREY MFG. CO., 1700 Grand Ave., Middletown, Ohio

CARLON PRODUCTS CORP., P. O. Box 133, Aurora, Ohio
District of Columbia, Washington 6: Foley-Robinson, Inc., 1718 Eye St., N.W., EXecutive 3-4687 (D.C.)
Florida, Jacksonville 3: Hartman & Carpenter, 1641 Landon Ave., P. O. Box 2614, EXbrook 8-4931 (Fla., E. Ga.)
Kentucky, Louisville 14: K. E. Jockell & Assoc., 910 Southview Rd., EMerson 6-4080 (Ky.)
Louisiana, New Orleans 12: W. D. Faust Electrical Sales Agency, Rm. 602, 833 Howard Ave., JA 2-5791 (Ala., La.)
Missouri, Kansas City: L. S. Gershon & Son, 2316 McGee Tfcwy., VIctor 2-3171 (Kans., Mo.)
Oklahoma, Tulsa 4: Hamco, 2239 E. Sixth St., WEbster 9-5771 (Okla.)
Pennsylvania, Pittsburgh 36: H. E. Ransford Co., 5400 Clairton Blvd., TUxedo 4-3425 (W. Va.)
South Carolina, Columbia: Engineer Sales Co., 715 Woodrow St., AL 3-4004 (N. C., S. C.)
Tennessee, Knoxville: E. E. Rule Co., P. O. Box 533, 206 Daylight Bldg., Phone 525-9919 (E. Tenn.)
Tennessee, Memphis 3: Lloyd D. Fitts Assoc., 724 Manufacturers & Merchants Bldg., JA 7-3729 (Ark., Miss., W. Tenn.)
Texas, Dallas 26: Gene Stephens Sales Agency, P. O. Box 7901, 830 Exposition, TAylor 4-8821 (N. Texas)
Texas, Houston 27: Norton-Parkerson Co., 3827 Richmond Ave., MO 4-1795 (S. Texas)

CARLTON METAL PRODUCTS, 2234 E. Tioga St., Philadelphia 34, Pa.

CAROL CABLE CO., 190 Middle St., Pawtucket, R. I. (See advertisement on Inside Back Cover)
Arkansas, Little Rock: Jim Venable & Assoc., 2219 Arch St., FRanklin 4-8825 (Ark.)
Florida, Tampa: Graham P. Dowling, 2101 2nd Ave., Phone 4-5749 (Fla.)
Georgia, Atlanta 10: William F. Bishop Co., 691 W. Whitehall St., S.W., PLaza 5-6623 (Ala., Ga.)
Kentucky, Louisville: Arthur Pickens, 1925 Buttonwood Rd., Phone 895-6816 (Ky.)
Louisiana, New Orleans 19: Dupont-Bondurant, Inc., 550 N. Pierce St. (Corner of Toulouse), Phone 482-3167 (La., Miss.)
Maryland, Towson 4: George Clements, 722 Stevenson Lane, VAlley 5-3553 (Del., D.C., Md.)
Missouri, Kansas City: Schooler-Gorman Co., 1224 W. 9th St., VIctor 2-0733 (Kans., W. Mo.)
Missouri, St. Louis 9: Ralph Drenkhahn, 5932 Nagel St., CHestnut 1-4350 (E. Mo.)
North Carolina, Charlotte: E. F. Lombardi Co., 2712 Freedom Dr., EXpress 8, North Carolina (N. C., S. C., Va.)
Oklahoma, Tulsa: M. E. Hamilton, 2239 E. 6th St., WEbster 9-5771 (Okla.)
Pennsylvania, Bethel Park: Gayle Lewis Assoc., 2890 Industrial Blvd., TEnnyson 5-8192 (W. Va.)
Tennessee, Nashville: Matthews Agency, 714 Allison St., CHapel 2-7711 (Tenn.)
Texas, Houston: Fred Walters Co., 2020 Congress St., CA 4-9676 (Texas)

CARPENTER MFG. CO., 1,000 Gilman Square, Somerville 45, Mass.
(Request inquiries sent to address given)

CARPENTER STEEL CO., Alloy Tube Div., Union, N. J.

CARTER LIGHTING CO., 217 Everett Ave., Chelsea 50, Mass.

CAVALIER CORP., 343 W. First St., Chattanooga, Tenn.
Alabama, Birmingham: John P. Hamrick, 1 W. Montcrest, TR 9-5249 (Ala., Fla., Ga., Miss.)
Arkansas, Little Rock: Jim Venable, 2219 Arch, TR 4-8825 (Ark.)
District of Columbia, Washington: William H. Heagerty, 1627 K St., N.W., REpublic 7-0116 (Del., D.C.)
Florida, Casselberry: W. Burks Smith, 243 Concord Dr., TErrace 8-5572 (Fla., Ga.)
Kentucky, Louisville: Richard A. Esterle, 3041 Rosedale Blvd., GL 4-0121 (Ky.)
Louisiana, New Orleans: W. J. Keller, 1024 Harding Dr., HUnter 2-3616 (La.)
Missouri, Kansas City 8: Ray A. Lamb, 1005 E. 31st St., JEfferson 1-7973 (Kans., Mo.)
Missouri, St. Louis 38: Elmer E. Scheetz, Jr., 11532 Placer Ave., SHerwood 1-0474 (Mo.)
North Carolina, Greensboro: Wilson P. Byrd, Box 6101, Summit Sta., BRoadway 3-5932 (N. C., S. C., Va.)
Oklahoma, Oklahoma City: Clyde V. Hammon, 845 S.W. 52nd St., MElrose 4-7904 (Okla.)
Pennsylvania, Pittsburgh 24: V. E. Hendrickson Co., 4412 Liberty Ave., MUseum 1-9333 (W. Va.)
Tennessee, Chattanooga: C. E. Morgan, 4605 Alabama Ave., TA 1-8646 (Ala., Ky., Tenn.)
Texas, Houston 3: A. D. Smith, 3016 Polk Ave., CApitol 8-1691 (Texas)

CEILHEAT, INC., 5212 Homberg Dr., P. O. Box 10066, Knoxville, 19, Tenn. (See advertisement on page 24)
Alabama, Birmingham 9: W. J. Broughton, 303 Hampton Dr., TR 1-3291 (Ala.)
District of Columbia, Washington 5: Andrew H. Baxter, 709 Albee Bldg., REpublic 7-2121 (Del., D.C., Md.)
Florida, Coral Gables 46: Joe H. Akerman, 813 Sistina Ave., MO 7-3864 (Fla.)
Georgia, Atlanta: Kennon & Johnson, 7 Camden Rd., TRinity 4-5566 (Ga.)
Georgia, Rossville: L. O. Ledford, P. O. Box 110, CAnal 9-5554 (Tenn.)
Louisiana, New Orleans 10: Richard Ong, 643 Scott, HUnter 6-1472 (Ark., La.)
Mississippi, Jackson 6: William L. Strickland, 152 Chippewa Cir., EM 6-6195 (Miss.)
Missouri, Kansas City 14: R. W. Stromer, 7721 Ward Parkway, HI 4-3640 (Kans.)
Missouri, St. Louis 4: F. Joe Mollerus, 1901 Gravois Ave., PR 1-1583 (Mo.)
North Carolina, Charlotte: E. B. "Ed" Clark, 1500 Woodland Dr., KE 7-0741 (N. C., S. C.)
Ohio, Dayton 2: Gary Roof, 1147 Third National Bldg., BAldwin 4-9813 (Ky., W. Va.)
Texas, Dallas 28: James M. Tuite, 9259 Vinewood Dr., DAvis 8-3529 (Okla., Texas)
Virginia, Richmond: W. E. Epperson, 1103 E. Main St., MI 3-2126 (Va.)

CENTRAL CABLE CORP., 610 Washington Ave., Jersey Shore, Pa.

CENTRAL PRODUCTS CO., 82-86 Haddin St., Central Falls, R. I.

CENTRAL TRANSFORMER CORP., P. O. Box 1753, Pine Bluff, Ark.
Alabama, Birmingham: E. T. Sharley, Box 5987, Homewood Sta., TR 1-0064 (Ala., Ga.)
Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., 500 E. Markham St., FR 5-1383 (Ark., La., Miss., Tenn.)
District of Columbia, Washington 5: Andrew H. Baxter, 412 Albee Bldg., REpublic 7-2121 (D.C., Md., Va.)
Florida, Lake Wales: Carter-Moody Agency, Inc., P. O. Box 512, Phone 3-4801 (Fla., Ga.)
Florida, St. Petersburg 3: Carter-Moody Agency, Inc., 3317 Bayshore Blvd., N.E., ORange 1-1708 (Fla., Ga.)
Florida, Tallahassee: Carter-Moody Agency, Inc., 1707 N. Monroe St., Phone 385-2551 (Fla., Ga.)
Florida, Tampa: Carter-Moody Agency, Inc., 5011 Longfellow Ave., Phone 837-7951 (Fla., Ga.)
Georgia, Atlanta 3: Lowrie C. Barton, Rm. 333, Candler Bldg. (Ga.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd., GLendale 1-6110 (Ky.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., Inc., P. O. Box 1126, WA 1-9541 (Ark., La., Miss., Tenn.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 2621 Highland Rd., Dickens 2-2873 (Ark., La., Miss., Tenn.)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ark., La., Miss., Tenn.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, EMerson 2-1671 (Ark., La., Miss., Tenn.)
Missouri, Kansas City 13: The James W. Frey Co., 419 W. 63rd St., P. O. Box 7092, JA 3-4645 (Kans., Mo.)
Missouri, St. Louis 31: R. R. Kinyon, 11834 Conway Rd., HEmpstead 2-2643 (Mo.)
North Carolina, Charlotte 4: Purser & London, Inc., 1317 E. 4th St., EDison 3-7549 (N. C., S. C.)
Oklahoma, Tulsa 5: Harold Furtney Co., P. O. Box 7081, Brookside Sta., 4129 S. Peoria Ave., Rm. 206, RI 7-6490, RI 7-6805 (Okla.)
Pennsylvania, Havertown: Robert F. Leahy, 237 Wendover Dr., HIlltop 6-7607 (Del.)
Tennessee, Memphis 6: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E., WHitehall 8-0496, WHitehall 8-0497 (Ark., La., Miss., Tenn.)
Texas, Dallas 19: Jack Tate & Co., 3911 Oak Lawn Ave., LA 8-6103 (Texas)
Texas, Fort Worth 9: Jack Tate & Co., 3705 Bellaire Dr., S., WAlnut 6-1301 (Texas)
Texas, Houston 19: J. W. Darby Co., P. O. Box 13031, 531 Nells Esperson Bldg., CS 7-0074 (Texas)
5011 Longfellow Ave., Phone 837-7951 (Fla.,

CENTRE LIGHTING FIXTURE MFG. CO., INC., 10 Ranick Dr., S., Amityville, N. Y.
Florida, Hollywood: Manson & Salmon, 4120 Cleveland St. (Fla.)
Georgia, Atlanta 7: Floyd Goodman, 2231 E. Lake Rd., N.E., Phone 378-6308 (Ala., Fla., Ga., W. Tenn.)
Illinois, Northfield: Len Simon, 456 West Frontage Rd., HIlicrest 6-2835 (Mo.)
Kansas, Wichita: Jack E. Johnston, 2913 N. Mosley, TE 8-4951 (Kans., Mo.)
Kentucky, Barbourville: Paul B. Bain, P. O. Box 202, LIncoln 6-4543 (Ky.)
Maryland, Baltimore 1: Harry Greenburg, 100 N. Eutaw St., SAratoga 7-4067 (D.C., Md., N. Va.)
Mississippi, Columbus: Perkins-Parsons, P. O. Box 2061, FA 8-8271, FA 8-8272 (Miss.)
New Jersey, Oaklyn 6: Harry F. Cawood, 112 Cornwall Dr., UL 8-2732 (Del.)
North Carolina, Erwin: Roy Cameron, Old Post Rd. (N. C.)
North Carolina, Greensboro: F. C. Davis, 1127 Parish St., PH 2-6647 (N. C.)
Oklahoma, Tulsa: Tri-States Sales, 2415 S. Norwood Ave., TEmple 6-5342 (Ark., Okla.)
Texas, Houston: Arling D. Smith, 3016 Polk Ave., FAirfax 3-1179 (Texas)
Virginia, Richmond 26: Hugh T. Snapp, 600 Horsepen Rd., AT 2-5068 (Western Va.)

CENTURY ELECTRIC CO., 1806 Pine St., St. Louis 3, Mo.
Florida, Jacksonville 6: R. C. Mattingly, 11 E. 7th St., ELgin 3-1162 (Fla., Ga.)
Georgia, Atlanta 5: B. C. Biggs, 3133 Maple Dr., N.E., Phone 237-3322 (Ala., Fla., Ga., S. C., Tenn.)
Georgia, Atlanta 5: H. Hightower, 3133 Maple Dr., N.E., Phone 237-3322 (Ala., Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans 19: C. Espy Reed, 501 N. St. Patrick St., GAlvez 3106 (Ala., La., Miss.)
Maryland, Baltimore 18: R. Jethro, 2019 Maryland Ave., BElmont 5-3529 (Md., Va., W. Va.)
Missouri, Kansas City 12: George J. Sullivan, Jr., Rm. 220, 208 Nichols Rd., VAlentine 1-4161, VAlentine 1-4162 (Kans., Mo.)
Missouri, Kansas City 12: Truman E. Witt, Rm. 220, 208 Nichols Rd., VAlentine 1-4161, VAlentine 1-4162 (Kans., Mo.)
Missouri, St. Louis: F. L. Beattie, 1806 Pine St., CEntral 1-4920 (Ark., Ky., Miss., Mo., Tenn.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Missouri, St. Louis 3: K. D. Bernhagen, 1806 Pine St., CEntral 1-4920 (Ark., Ky., Miss., Mo., Tenn.)
Missouri, St. Louis 3: M. "Doc" Doerr, 1806 Pine St., CEntral 1-4920 (Ark., Ky., Miss., Mo., Tenn.)
Missouri, St. Louis: F. Murphy, 1806 Pine St., CEntral 1-4920 (Ark., Ky., Miss., Mo., Tenn.)
Oklahoma, Tulsa 3: R. A. Jervis, Kennedy Bldg., 4th & Boston St., LUther 7-8221 (Ark., Mo., Okla.)
Texas, Dallas 2: Dick Fremming, 810 Main St., RIverside 8-4477 (Texas)
Texas, Dallas 2: H. C. Knappenberger, 622 Texas Bank Bldg., 810 Main St., RIverside 8-4477 (Texas)
Texas, Houston 2: Walter B. Hill, 752 M & M Bldg., 1 Main St., CApitol 8-2384 (Texas)

CENTURY LIGHTING CO., INC., 521 W. 43rd St., New York 36, N. Y.
Alabama, Birmingham: Ernest C. Winfree, P. O. Box 1746 (N. Ala.)
Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., 500 E. Markham St. (Ark.)
Florida, Miami Beach: Bert Berend Assoc., 1125 Marseille Dr. (Fla.)
Florida, North Miami: Century Lighting, Inc., 1477 N.E. 129th St. (Fla.)
Florida, Tampa: Bert Berend Assoc., P. O. Box 10174 (Fla.)
Georgia, Decatur: Wilbur Newman, P. O. Box 524 (Ga.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., Inc., 2621 Highland Rd. (La.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St. (Ala., La.)
Maryland, College Park: Richard Murdock, 7300 Baylor Ave. (D. C., Md.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 W. Mark Plaza (Miss.)
Missouri, Kansas City: Roy Perry, 108 W. 61st Ter. (Kans., Mo.)
North Carolina, Charlotte: Gus M. Hogshead Co., 201 W. Worthington Ave. (N. C., S. C.)
Ohio, Dayton: Gary Roof Assoc., 1145 Third National Bldg. (Ky., W. Va.)
Pennsylvania, Pittsburgh: Mark Wainwright, 740 Rebecca Ave., Wilkinsburg (W. Va.)
Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E. (Tenn.)
Texas, Dallas 14: Close-Cook Co., P. O. Box 9837 (Okla.)
Texas, Houston 17: Close-Cook Co., P. O. Box 12106, Santa Fe Dr. (Texas)
Virginia, Salem: Lynn Morris, P. O. Box 349 (Va.)

CHALFANT PRODUCTS CO., 11525 Madison Ave., Cleveland 2, Ohio
Alabama, Birmingham 11: D. C. Duncan Automation Co., 425 S.W. 17th St. (Ala., Miss.)
Florida, Jacksonville 5: Charles W. Spengler, 1669 Parrish Pl., EVergreen 9-0249 (Fla.)
Georgia, Atlanta 9: Engineering Sales Co., Rm. 108, 1182 W. Peachtree St., N.W., TR 4-3885, 3352 (Ga.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St. (Ark., La., Miss., W. Tenn., Texas)
Missouri, Kansas City 8: Charles L. Ward Co., 3433 Roanoke Rd., VAlentine 1-8893 (Kans., W. Mo.)
Missouri, St. Louis 26: George R. Mitchell Co., 920 Volz Dr., WOodland 2-0887 (E. Mo.)
Ohio, Cincinnati 37: Arthur L. Ehlers Co., 1031 Meta Dr., EL 1-4200 (Ky.)
Ohio, Columbus 15: Glen P. Stearns, 161 Neilston St., CApitol 4-6800, CApitol 4-6873 (N. W. Ky.)
Pennsylvania, Pittsburgh 36: H. E. Ransford, 5400 Clairton Blvd., TUxedo 4-3425 (W. Va.)
Tennessee, Knoxville: Pitners Manufacturers, P. O. Box 693, Phone 7-7718 (E. Tenn.)
Virginia, Richmond 20: Robert W. Fishburne Co., 1725 Arlington Rd., EL 5-6537 (N. C., S. C., Va.)

CHAMOR MFG. CORP., 43-63 11th St., Long Island City 1, N. Y.
Georgia, College Point: Thomas Tarpley, 1302 Clermont Ave. (Ala., Ark., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va., W. Va.)

CHAMPION DeARMENT TOOL CO., Meadville, Pa.
Georgia, Atlanta 3: Jack C. Lyle & Assoc., 408 Glenn Bldg., MU 8-5544 (Ala., Fla., Ga., Ky., Miss., N. C., S. C., Tenn.)
Illinois, Chicago: Frank A Grooss, 4440 North Lavergne, SP 7-6925 (Ky.)
Missouri, Kansas City 10: Dan Schmelzinger, 7634 Charlotte St., DE 3-8414 (Kans., Mo.)
New York, New York 7: A. P. Henricks Co., 78 Reade St., RE 2-9630 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 34: Edward D. McGinley, P. O. Box 10336, LOcust 1-7979 (W. Va.)
Texas, Dallas 4: Lynn & Hemphill, 2116 N. Pearl St., RI 7-4745 (Ark., La., Okla., Texas)
Virginia, Richmond 26: Don Miller, 6771 Dartmouth Ave., Phone 282-8251 (Va.)

CHAMPION LAMP WORKS, 330 Lynnway, Lynn, Mass. (See advertisement on page 67)
Florida, Lake Worth: P. N. Littlefield, 1 N. 19th Ave., JUstice 2-9719 (Fla.)
Georgia, College Park: R. L. Mercure, 801 W. Rugby Ave., PO 1-3882 (Ala., Ga., Tenn.)
Louisiana, New Orleans: R. G. Titherington, 900 Carondelet St., JA 2-6287 (Ark., La., Miss.)
Maryland, Towson: J. Ludwig, 726 Stevenson Lane, VA 3-5548 (D.C., Md., Va.)
Missouri, Kansas City 33: J. J. Claspill, 5136 Harvard Ave., FLeming 3-6760 (Kans., Mo.)
North Carolina, Charlotte: J. R. Doty, 1720 Wensley Dr., JAckson 3-8140 (N. C., S. C., Tenn., Va.)
Ohio, Cincinnati: J. H. Wehmeier, 5276 Highview Dr., WA 1-7562 (Ky., W. Va.)
Pennsylvania, Pittsburgh 34: L. T. Pearson, 4104 Greenridge Rd., LOcust 3-5394 (W. Va.)
Pennsylvania, Willow Grove: T. H. Weinmann, Jr., 421 Inman Ter., OLdfield 9-6082 (Del.)
Texas, Dallas: W. H. McAdams Co., 6115 Denton Dr., FL 2-1551 (Okla., Texas)

CHAMPION MFG. CO., 140 W. 23rd St., Hialeah, Fla.

A. B. CHANCE CO., 210 N. Allen St., Centralia, Mo.
Alabama, Birmingham: Mahlon "Cliff" Bosch, 21 26th Ave., N.E., VErnon 6-8558 (Ala., Ark., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Alabama, Birmingham: Henry F. Jeanes, Jr., 1609 Stonewall Dr., Gentilly Forest, VAlley 2-2350 (Ala., Ark., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Alabama, Birmingham 16: Morgan O. Ogilvie, 2508 Yorkmont Dr. (Ala., Fla., Ga.)
Colorado, Denver: M. R. Parkin, 1134 Kearney St., FLorida 5-8521 (Kans.)
Florida, Miami 57: Albert James, 19011 S.W. 89th Court, CEdar 5-1284 (Fla.)
Florida, St. Petersburg: W. L. Barber, 6454 17th Ter., N., DIckens 7-1407 (Fla.)
Georgia, Atlanta 5: Fletcher H. Barnes, 1136 Shepherds Lane, N.E., ME 6-5190 (Ala., Fla., Ga.)
Kansas, Overland Park: James Mossiman, 9528 Grandview, NI 2-9528 (Kans.)
Kentucky, Lexington: Dallas Wingrove, 135 Rugby Rd., Phone 4-2407 (Ky., Tenn., Va., W. Va.)
Louisiana, Gretna: Lloyd E. Chiasson, 1603 Calder St., FOrrest 1-3403 (Ark., La., Miss.)
Missouri, Bridgeton: Jack W. Enk, 14849 Bricelyn Dr., THornwall 5-7448 (Mo.)
Missouri, Centralia: Donald F. Collins, Tarr St., EMpire 2-3623 (Kans., Mo.)
Missouri, Kansas City 13: David M. Holaday, 442 W. 67th St. Ter., HIland 4-8378 (Kans., Mo.)
Missouri, St. Louis 23: H. H. Wefeler, 77 Flamingo Dr., VIctor 3-3042 (Mo.)
Nebraska, Omaha 24: Harold W. Hatfield, 1513 S. 94th St., Phone 391-9017 (Kans., Mo.)
New Jersey, Hazlet: James V. Governale, 27 Racoon Dr., COlfax 4-3127 (Del.)
North Carolina, Charlotte 5: Harry A. Canell, Jr., 201 Shenandoah Place, Phone 537-6884 (N. C., S. C.)
North Carolina, Charlotte 7: Haywood C. Sellers, 4775 Woodlark Lane, Phone 366-1035 (N. C., S. C.)
North Carolina, High Point: Jake Rudisill Assoc., P. O. Box 243 (N. C., S. C.)
Pennsylvania, Doylestown: James P. Mullen, Furlong Rd., R. D. 2, PYramid 4-7341 (Del.)
Pennsylvania, Pittsburgh 36: Charles O. Gillard, 112 National Dr., OLympia 5-7450 (W. Va.)
Pennsylvania, Pittsburgh 36: Frank C. Voelker, 117 Audbert Dr., TUxedo 1-0222 (W. Va.)
Tennessee, Nashville: Earl R. Mellen, Jr., 842 Bresslyn Rd. (Ala., Ark., Tenn.)
Texas, Amarillo: Robert K. Brownfield, 1617 Harrison, P. O. Box 1562, DR 4-8478 (Okla., Texas)
Texas, Dallas: J. S. Curtright, 3343 Kinkaid (Ark., Kans., La., Mo., Okla., Texas)
Texas, Dallas 29: James A. Johnson, 4083 S. Better Dr., FLeetwood 7-2410 (Ark., La., Okla., Texas)
Texas, Dallas 29: Allen H. Knepper, 10441 Cromwell Dr., FLeetwood 2-8362 (Ark., La., Okla., Texas)
Texas, Dallas 25: Vern J. Moody, 6538 Del Norte Lane (Ark., La., Okla., Texas)
Texas, Dallas 35: Curtis Musgrove Co., Box 35352 (Texas)
Texas, Fort Worth: Curtis Musgrove Co., 304 Mutual Savings Bldg., 8th & Throckmorton Sts. (Texas)
Texas, Houston: James B. Butler, 5415 Paisley Lane, PA 3-5901 (La., Texas)
Texas, Houston 27: Curtis Musgrove Co., Box 22324 (Texas)
Texas, Houston 35: Dale D. Watson, 12206 Ashcroft St., PA 3-5238 (La., Texas)
Texas, San Antonio: Curtis Musgrove Co., P. O. Box 8232, 314 Locknere Lane (Texas)
Virginia, Richmond 25: Tom L. Goodman, 7660 Idlewyld Rd., ATlantic 2-1230 (Del., D.C., Md., N. C., Va.)

CHANNEL MASTER CORP., Ellenville, N. Y.
Florida, Miami: Suchman Assoc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta: Hopper & McCoy, 870 Northside Dr., N.W., TR 2-5803 (Ala., Ga., S. S. C., Tenn.)
Louisiana, New Orleans 10: Al Levin & Assoc., Inc., P. O. Box 1279, Phone 524-8489 (La., Miss.)
Maryland, Baltimore: Charles E. Esposite, 501 E. Monument St., LExington 9-4021 (Del., D.C., Md.)
North Carolina, Greensboro: Wilson P. Byrd, 1920 Sullivan St. (N. C., N. S. C., Va.)
Pennsylvania, Pittsburgh: Clarke & Lype, Inc., 4135 Brownsville Rd., TUxedo 4-4488 (W. Va.)
Texas, Dallas 7: Henry L. Guokas Assoc., 155 Continental Ave., RIverside 7-9106 (S. Okla., Texas)

CHAPMAN CHEMICAL CO., 60 N. Third St., P. O. Box 138, Memphis, Tenn.
Alabama, Montgomery: W. R. Evans, 2845 Montrose, Phone 265-5915 (Ala., Fla.)
Florida, Jacksonville: Earl C. Long, 1653 Holly Oaks Rd., RAymond 4-5454 (Fla., Ga.)
Georgia, Atlanta 5: H. R. Evans, 6265 Ferry Dr., N.E., BLackburn 5-0412 (Ga., S. C., Tenn.)
Louisiana, Baton Rouge: C. P. Sweeney, 505 Landwood Dr., WH 4-3280 (La.)
Mississippi, Jackson: John Stoddard, 1914 Meadowbrook Rd., EMerson 6-2520 (Miss.)
North Carolina, Charlotte 9: W. W. McIntyre, 3401 Mountain Brook Rd., ED 4-2714 (N. C.)
North Carolina, Charlotte: Hugh Pierce, 207 Hawthorne Lane, EDison 4-2714 (Del., D.C., Md., Va., W. Va.)
Ohio, Columbus: Andre A. Delaware, 3264 Ainwick Rd. (Ky.)
Tennessee, Memphis: Morris Weeks, 5690 Normandy Rd., MUtual 5-6774 (Ark., Kans., Mo., Okla., Tenn.)
Texas, Houston: Gerral Tucker, 2718 Wuthering Heights, ID 3-3369 (Texas)

CHARLES MACHINE WORKS, INC., 1959 W. Fir Ave., P. O. Box '66, Perry, Okla. (See advertisement on page 94)
Alabama, Florence: Coonrod & Son, Box 163, AT 2-9638 (Ala., Fla., Miss., Tenn.)
Alabama, Mobile: Forrestry Equip. Co., 845 Telegraph Rd., GL 7-7668 (Ala.)
Arkansas, Little Rock: Clark Equip. Co., Box 2619, Cantrell Rd., & Booker, MO 6-5466 (Ark.)
Florida, Pompano Beach: Witch Equip. Co. of Florida, 319 S.W. 5th St., Box 817, WE 3-4015 (Fla.)
Florida, Winter Haven: Gator Equip. & Sales Co., 427 Avenue "G" S.E., CY 3-5379 (Fla.)
Georgia, Hawkinsville: Woodruff Equip. Co., Box 11, Phone 892-2798 (Ga.)
Kansas, Wichita: Witch Equip. Co. of Kansas, 3526 S. Vine, LY 1-1915 (Kans.)
Kentucky, Louisville 1: Virgil Heck Equip. Co., 620 W. Kentucky St., P. O. Box 713, Phone 584-6281 (Ky.)
Louisiana, New Orleans 9: Woodward, Wight & Co., Ltd., 451 Howard Ave., P. O. Box 370, Phone 524-2471 (La., Miss.)

Louisiana, Shreveport: Dixon Equip. Co., 2711 Jewella Rd., Phone 631-1818 (La., Tex.)
Maryland, Baltimore 18: General Supply & Equip. Co., 530 E. 25th St., BE 5-6300 (Md., Va.)
Missouri, Independence: Burnup Equip. Co., P. O. Box 28, 11303 E. Truman Rd., CL 2-4550 (Kans., Mo.)
Missouri, Sullivan: Ozark Trencher Sales & Service, Sullivan Rd., HO 8-4913 (Kans., Mo.)
North Carolina, Wilson: Murphy Body Distributors, Inc., 310 Herring Ave., P. O. Box 1409, Phone 237-1297 (N. C.)
Oklahoma, Oklahoma City: Sooner Equip. Co., 11221 N. Western, TR 8-3944 (Okla., Texas)
South Carolina, Columbia: Witch Equip. & Service Company, 3041 Main, Phone 252-7634 (S. C.)
Tennessee, Maryville: Spradlin Equip. Co., P. O. Box 743, YU 3-3352 (Ky., Tenn., Va.)
Texas, Arlington: Witch Equip. of North Texas, 1029 Forest Dr., CR 4-8451 (Texas)
Texas, El Paso: Francis Wagner Co., 1225 Texas St., P. O. Box 1886, KE 3-1639 (Texas)
Texas, San Marcos, Witch Equip. Co. of South Texas, 1121 Field, EX 2-3833 (Texas)
Virginia, Richmond: McIlhany Equip. Co., 2104 N. Hamilton St., P. O. Box 6639, Phone 353-3933 (Va.)
West Virginia, Huntington 6: Banks Miller Supply Co., Box 59, 330 3rd Ave., JA 5-9141 (W. Va.)

CHARLESTON RUBBER CO., 21 Stark Industrial Park, Charleston, S. C.
Alabama, Birmingham: Safety Engineering & Supply Co., Inc., 617 N. 13th St. (Ala., Miss.)
Georgia, Atlanta: Southeastern Safety Appliance Inc., 730 Miami Cir., N.E. (Ga.)
Indiana, Indianapolis: C. D. Arnold Co., 2153 N. Meridian St. (Ky.)
Kansas, Kansas City 15: Zink Safety Equipment Co., 1401 Fairfax Tfcwy. (Kans.)
Louisiana, Baton Rouge 6: Guardian Safety Equipment Co., 3615 Capitol Heights Ave. (La.)
Maryland, Baltimore: Carey Machinery & Supply Co., Inc., 3501 Brehms La. (D.C., Md.)
Missouri, St. Louis 33: Zink Safety Equipment Co., 7470 St. Charles Rock Rd. (Mo.)
North Carolina, Charlotte: Mill-Power Supply Co. (N. C.)
Oklahoma, Tulsa: Guardian Safety Equipment Co., 1742 S. Main St. (Okla.)
Texas, Dallas: Texas Rubber Supply Inc., Box 6007 (Texas)
Texas, Houston: Guardian Safety Equipment Co., Box 13384 (Texas)
Virginia, Roanoke: The Wrights, 2036 Laburnum Ave., S.W. (Va., W. Va.)

CHASE & SONS, INC, 19 Highland Ave., Randolph, Mass.
Arkansas, Little Rock: Jack Greene Co., 6424 Illinois St., MO 4-2696 (Ark.)
Florida, Miami 37: John S. McWhorter, Inc., 49 N.E. 22nd, FR 9-8122, FR 3-8098 (Fla.)
Georgia, Atlanta 3: Whitman Assoc., Bona Allen Bldg., JA 1-0977 (N. C., S. C., Tenn., Va.)
Georgia, Smyrna: Wayne Johnson, P. O. Box 201 (Ala., Ga.)
Louisiana, New Orleans: Reilly-Benton, Inc., 1645 Tchoupitoulas St. (La., Miss.)
Pennsylvania, Blue Bell: Gerald Harnett, 621 Deaver Dr., MItchell 6-7577 (Del., D.C., Md.)

CHASE BRASS & COPPER CO., 236 Grand St., Waterbury 20, Conn.
Florida, Miami 43: E. J. Gomersall, 7924 S.W. 50th Ct., MOhawk 5-4734 (Fla.)
Georgia, Atlanta 10: Chase Brass & Copper Co., 695 Stewart Ave., S.W., PLaza 5-5731 (Ala., Fla., Ga., Tenn.)
Indiana, Indianapolis 21: Chase Brass & Copper Co., 1609 Oliver Ave., MElrose 7-1543 (Ky.)
Louisiana, New Orleans 25: Chase Brass & Copper Co., 1000 S. Jefferson Davis Pkwy., HUnter 6-5441 (Ala., Fla., La., Miss.)
Maryland, Baltimore 30: Chase Brass & Copper Co., 1314 Key Hwy., PLaza 2-2565 (Del., D.C., Md., N. C., Va., W. Va.)
Mississippi, West Jackson: H. H. Herring, P. O. Box 3266, DRake 2-1761 (Ark., La., Miss., Texas)
Missouri, Kansas City 8: Chase Brass & Copper Co., 1710 Washington St., VIctor 2-1710 (Ark., Kans., Miss., Okla.)
Missouri, St. Louis 10: Chase Brass & Copper Co., 4641 McRee Ave., PRospect 6-3111 (Ark., Ky., Miss., Mo., Tenn.)
North Carolina, Charlotte 3: Chase Brass & Copper Co., 2404 Distribution St., EDison 2-4152 (N. C., S. C., Tenn., Va.)
Ohio, Cincinnati 2: Chase Brass & Copper Co., 222 Post Square, PArkway 1-3326 (Ky., Tenn., W. Va.)
Oklahoma, Tulsa: R. D. Banks, 5952 E. 25th St., TEmple 6-4586 (Okla.)
Pennsylvania, Philadelphia 40: Chase Brass & Copper Co., 20th & Venango Sts., BAldwin 3-5800 (Del.)
Pennsylvania, Pittsburgh 33: Chase Brass & Copper Co., 1001 Brighton Rd., CEdar 1-7900 (W. Va.)
Tennessee, Memphis 2: O. T. Campbell, 137 E. Calhoun St., JAckson 6-4016 (Ark., Ky., Miss., Tenn.)
Texas, Houston 1: Chase Brass & Copper Co., 16 Drennan St., CApitol 2-7266 (Texas)

CHASE-SHAWMUT CO., 374 Merrimac St., Newburyport, Mass. (See advertisement on Inside Front Cover)
Florida, Miami: John S. McWhorter, Inc., 49 N.E. 22nd St., FRanklin 9-8122
Georgia, Atlanta: Berry Elsberry Co., Inc., 45-47 Alabama St., S.W., JAckson 2-2123
Indiana, Indianapolis: Clyde Warble & Assoc., 1637 Gent Ave., MElrose 2-1465
Maryland, Baltimore: Specialty Electrical Sales Co., 4119 Hayward Ave., LI 2-4747
Missouri, Kansas City 37: Tom Nulik, Jr., 3807 E. 107th Ter., WHitney 9-4603
Missouri, St. Louis: Carlton Cooley, 1115 Kirkham-Glendale 22, WOodland 2-1033
North Carolina, Greensboro: Wilson P. Byrd, 1920 Sullivan St., BRoadway 3-5932
Pennsylvania, Pittsburgh 37: Crescent Sales Co., Inc, 4830 McKnight Rd., FOrest 4-3700
Texas, Dallas 7: Jack Morgan Co., Inc., 2200 Griffin St., RIverside 2-8371

CHATSWORTH MFG. CO., Chatsworth, Ga.

CHELSEA FAN & BLOWER CO., INC., 639 South Ave., Plainfield, N. J. (See advertisement on page 105)
Arkansas, West Memphis: Malcolm Kueneman, 1113 Spears St., REgent 5-3017 (Ark., Miss., Tenn.)
Florida, Tampa 6: John R. Collins & Assoc., 1708 North "A" St., TAmpa 846-941 (Fla.)
Georgia, Atlanta: I. Arnold Hoge Assoc., 569 Plum St., N.W., JA 3-1280 (Ala., Ga.)
Kentucky, Covington: Ray Brewer Electrical Sales, 714 Pike St., P. O. Box 762, Phone 431-1857 (Ky.)
Louisiana, New Orleans 23: E. P. Jones, Jr., 374 Sauve Rd., KEnner 729-7927 (La., Miss.)
Maryland, Bethesda 14: Jerry B. Hirsch, 6202 Melvern Dr., OLiver 6-9704 (Md., Va.)
Missouri, Kansas City: Schooler-Gorman Co., 1224 W. 9th St., VI 2-0733 (Kans., Mo., Okla.)
Missouri, Kirkwood (St. Louis) 22: Henderson Sales Co., 13014 Manchester, P. O. Box 3802, YOrktown 5-7650 (Ky.)
North Carolina, Charlotte: C. Carroll Niedringhaus, 5338 Murray Hill Rd., JAckson 3-0558 (N. C., S. C., Va.)
Pennsylvania, Pittsburgh 24: V. E. Hendrickson Co., 4412 Liberty Ave., MUseum 1-9333 (Md., W. Va.)
Pennsylvania, Wayne: Carl W. Degler, Jr., 4891 Prussian La., MUrray 8-4955 (Del.)
Tennessee, Knoxville: Jim Hash & Co., 109 W. Jackson Ave., Phone 3-9270 (Tenn.)
Texas, Houston 2: Texas Sales Representatives Co., 1315 McKinney, CA 8-5510 (Texas)

CHESTER CABLE CORP., Sub. of Tennessee Corp., Oakland Ave., P. O. Box 316, Chester, N. Y.
Florida, Miami 42: Jules J. Dreyfuss' Sons, 1361 N.W. 23rd St., NEwton 5-0391 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Florida, Winter Park: C. G. Coppage Co., P. O. Box 95, MIdway 4-6842 (Fla.)
Georgia, Atlanta 3: Jules J. Dreyfuss' Sons, 324 Peters St., S.W., MUrray 8-6886 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Georgia, Atlanta 10: J. E. Joyner and Assoc., 868 York Ave., S.W. Rm. 201 Phone 758-7497 (Ala., Ga., Miss., N. C., S. C., Tenn., Va.)
Missouri, St. Charles: Buse Sales Co., 924 N. Benton St., Randolph 4-6667 (St. Charles), HArrison 9-1200 (St. Louis) (Mo.)
New Jersey, Haddonfield: Keefe Electronic Sales Co., 228 E. Kings Hwy., HAzel 9-4650 (Phone Philadelphia, Pa., MA 7-3454) (Del., D. C., Md.)
Ohio, Cincinnati 15: A. C. Wahl and Assoc., 315 Reading Rd., (Reading), VAlley 1-3270 (Ky.,)
Ohio, Cleveland 7: R. G. Sidnell and Co., 1229 Westlake Ave., ACademy 1-1313 (W. Va.)
Oklahoma, Tulsa: Robert E. Nesbitt Co., P. O. Box 3644, LUther 5-1234 (Ark., La., Okla., Texas)
Pennsylvania, Pittsburgh 21: R. G. Sidnell and Co., 675 Princeton Blvd., CHurchill 2-1476 (W. Va.)
Texas, Dallas 35: W. H. "Jack" McAdams Co., 6115 Denton Dr., FLeetwood 2-1551 (Okla., Texas)
Texas, Dallas 1: Robert E. Nesbitt Co., 1925 Cedar Springs, RIverside 7-5824 or RI 7-4145 (Ark., La., Okla., Texas)
Texas, Houston 17: W. H. "Jack" McAdams Co., 4211 Lurlene St., (Okla., Texas)
Texas, Houston: Robert E. Nesbitt Co., 4810 Hazard, JAckson 8-3811 (Ark., La., Okla., Texas)

CHICAGO EXPANSION BOLT CO., 1338 W. Concord Pl., Chicago 22, Ill.
Florida, Jacksonville 1: Harry A. Hoffner, P. O. Box 4346, EVergreen 9-2220 (Ala., Fla., Ga., N. C., S. C.)
Ohio, Cincinnati 36: Kishpaugh Sales Co., 7541 Montgomery Rd., SYcamore 1-5267 (Ky.)
Pennsylvania, Philadelphia 30: Milo, Inc., 712 N. Sixteenth St., POplar 5-7100 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 37: Robert R. Cooney Co., 9800 McKnight Rd., WEllington 1-3633 (W. Va.)
Tennessee, Memphis 16: William Tomerlin Co., P. O. Box 5433, 1634 Bonnie Dr., EX 8-3112 and EX 8-2127 (Ark., La., Miss., Tenn.)
Texas, Dallas 4: Ballem & Wells, 2901 Maple Ave., Suite 201 (Okla., Texas)

CHILDERS MFG. CO., 3620 W. 11th St., P. O. Box 7467, Houston 8, Texas

CIRCLE AIR INDUSTRIES, INC., 244 Herkimer St., Brooklyn 16, N. Y.

CIRCLE F MFG. CO., 720 Monmouth St., Trenton 4, N. J. (See advertisement on page 44)
Florida, Miami 47: James & Assoc., Inc., 7545 N.W. 26th Ave., OXford 6-0611 (Fla.)
Georgia, Atlanta 18: Hopper & McCoy, P. O. Box 2527, Sta. D, 870 Northside Dr., N.W., TRinity 2-5803 (Ala., Ga., S. C., Tenn.)
Kentucky, Louisville 5: Charles W. Pfeiffer, 1905 Bardstown Rd., GLendale 4-3424 (Ky.)
Louisiana, New Orleans 13: Chester R. Lloyd Co., 1031 Magazine St., JAckson 5-5226 (Ark., La., Miss.)
Maryland, Baltimore 15: Bloom Assoc., 3900 Ridgewood Ave., LIberty 2-1633 (D.C., Md.)
Missouri, Kansas City 11: Parkins & Bretz Co., 500 V. F. W. Bldg., VAlentine 1-6011 (Kans., W. Mo., Okla.)
Missouri, St. Louis 1: R. E. Myers & Son, 504-06 Louderman Bldg., MAin 1-2743 (E. Mo.)
North Carolina, Greensboro: Barber-Ayers & Assoc., 826 Goldsboro St., BRoadway 3-9108 (N. C., S. C.)
Pennsylvania, Pittsburgh 9: Crescent Sales Co., Inc., 4830 McKnight Rd., FOrest 4-3700, WEllington 1-0510 (W. Va.)

CIRCLE WIRE & CABLE CORP., 5500 Maspeth Ave., Maspeth 78, N. Y. (See advertisement on pages 17, 18, 19, & 20)
Florida, Tampa 6: J. R. Collins & Assoc., 1708 N. "A" St., Phone 84-6941 (Fla.)
Kansas, Kansas City: Haizlip Jobber Suppliers, Inc., 1401 Fairfax Tfcwy., MAin 1-4700 (Kans., Mo.)
Louisiana, New Orleans: Al Levin & Assoc., P. O. Box 1279, 301 Gaalennie St., Phone 524-8489 (Ala., Fla., La., Miss.)
Maryland, Baltimore: Herman S. Ellen Assoc., Inc., 526 E. Monument St., MUlberry 5-3633 (D.C., Md., Va.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

North Carolina, Charlotte 9: W. H. Lassiter Sales Co., 2506 Lucena Ave., P. O. Box 11014, FRanklin 5-5031 (N. C., S. C.)
Ohio, Cincinnati: Block & Cooper, 1050 Meta Dr., REdwood 1-2196 (Ky., W. Va.)
Tennessee, Nashville: John Townes & Co., 710 Sixth Ave., S., P. O. Box 164, ALpine 5-0656 (Ala., Ga., Tenn.)
Texas, Dallas 15: Fain & Assoc., Inc., 2434 S. Harwood, HAmilton 8-7468 (Ark., Okla., Texas)
Texas, Houston 3: Glidden Engrg. & Equip. Co., 3802 Winchester St., CApitol 4-6471 (Texas)

CLARAGE FAN CO., Kalamazoo, Mich.

CLARK CONTROLLER CO., 1146 E. 152nd St., Cleveland 10, Ohio
Alabama, Birmingham 9: The Clark Controller Co., 1747 Reese St., Suite 18-A, TRemont 9-3457, TRemont 9-3458 (Ala., Fla., Tenn.)
Arkansas, Little Rock: Gregory-Salisbury Co., Rm. 202, Terminal Warehouse Bldg., 500 E. Markham St., FRanklin 5-1383 (Ark.)
Florida, Miami 37: John S. McWhorter, Inc., 49 N.E. 22nd St., FRanklin 9-8122 (Fla.)
Georgia, Atlanta 9: The Clark Controller Co., 580 Armour Circle, N.E., Phone 873-3232, 873-3233 (Ala., Fla., Ga.)
Louisiana, New Orleans 13: Butler & Land, Inc., 1122 Dryades St., Phone 524-0688 (La.)
Louisiana, Shreveport: Butler & Land, Inc., 1845 Line Ave., Phone 422-0697 (La.)
Maryland, Baltimore 18: The Clark Controller Co., 2319 Maryland Ave., BElmont 5-7282 (D.C., Md., Va.)
Mississippi, Jackson: Gregory-Salisbury Co., 350 N. Mart Plaza, EMerson 2-1671 (Ark., Miss., Tenn.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111, PLaza 3-0112 (Kans., Mo.)
Missouri, St. Louis 5: The Clark Controller Co., 7 N. Brentwood Blvd., PArkview 7-7278 (Mo.)
North Carolina, Charlotte 2: Ranson, Wallace & Co., 116½ E. Fourth St., FRanklin 5-1044, EDison 4-4244 (N. C., S. C., Va.)
Ohio, Cincinnati 8: The Clark Controller Co., 3342 Erie Ave., TRinity 1-0410 (Ky.)
Oklahoma, Tulsa: V. H. Peterson, 3940 E. 31st Place, WEbster 9-0290 (Ark., Okla.)
Pennsylvania, Ardmore: The Clark Controller Co., 119 Coulter Ave., GReenwood 7-0707, MIdway 2-0825, MIdway 2-0826 (Del.)
Pennsylvania, Pittsburgh 16: The Clark Controller Co., 2882 W. Liberty Ave., LOcust 1-3542 (W. Va.)
Tennessee, Memphis 6: Gregory-Salisbury Co., 240 S. Parkway, E., WHitehall 8-0496 (Tenn.)
Texas, Amarillo: Butler & Land, Inc., 1505 W. 10th St., DRake 6-5255 (Texas)
Texas, Dallas 5: Butler & Land, Inc., 5538 Dyer St., EMerson 1-6631 (Texas)
Texas, El Paso: Associated Engineers, 511 Hawkins Rd., PRospect 2-3233 (Texas)
Texas, Houston 11: The Industrial Equipment Co., 6831 Navigation Blvd., WAlnut 8-5431 (Texas)
Texas, Lubbock: Butler & Land, Inc., 4009 Avenue R, SH 4-8449 (Texas)
Virginia, Richmond 26: Ranson, Wallace & Co., P. O. Box 8762, W. Hampton Sta., ATlantic 8-8758 (Va.)
West Virginia, Huntington: Ensign Electric & Manufacturing Co., 914 Adams Ave., JAckson 2-8343 (Ky., Va., W. Va.)

ROBERT H. CLARK CO., 9330 Santa Monica Blvd., Beverly Hills, Calif.

CLAYTON MARK & CO., 1900 Dempster St., Evanston, Ill.
Alabama, Birmingham: Cary Chapman & Co., 2516 8th Court, N., FA 3-5236 (Ala., Miss., Tenn.)
Arkansas, Little Rock: Jack Greene & Co., P. O. Box 2591, MO 4-2696 (Ark.)
Florida, Hialeah: Cary Chapman & Co., 301 E. 10th Ave., TU 5-2519 (Fla.)
Georgia, Atlanta 10: Cary Chapman & Co., 600 Trusco Way, S.W., PLaza 8-4506 (Ala., Fla., Ga.)
Indiana, Indianapolis 7: A. Lee Clifford & Co., 1801 W. 18th St., ME 6-4411 (Ky., Tenn.)
Louisiana, New Orleans: Cary Chapman & Co., 213 S. Front St., Phone 524-5184 (Fla., La., Miss.)
Missouri, Kansas City 1: The Schooler-Gorman Co., 1224 W. Ninth St., VI 2-0733 (Kans., Mo., Okla.)
North Carolina, Greensboro: Cary Chapman & Co., 1009 S. Elm St., BR 3-9473 (N. C., S. C., Va.)
Pennsylvania, Glenshaw: G & G Agency, 1310 William Flynn Hwy., Route 8, STerling 1-3161 (W. Va.)
Pennsylvania, Philadelphia 4: William C. Welde & Sons, 120 N. 32nd St., EV 6-0925 (Del., D.C., Md., Va.)
Texas, Dallas 2: Jim Randall Co., 1917 Levee St., RI 2-4341 (Texas)

CLIFTON CONDUIT CORP., 3300 Eastbourne Ave., Biltmore 24, Md.
Georgia, Atlanta 3: L. Morris Landers Co., 251 Spring St., S.W., MU 8-9112 (Ala., Ga., Tenn.)
Louisiana, New Orleans 12: Weilbaecher & Kennedy, Rm. 4-A, 715 Camp St., MAgnolia 7559 (La.)
Texas, Houston 23: Nuro Co., 2930 Commerce St., CApital 5-6671 (Texas)

CLINTON MFG. CO., INC., 34 Toaplian St., Mattapan 26, Mass.
Florida, Tampa: Fewell & Assoc., 4417 W. Osborne Ave. (Fla.)
Georgia, Atlanta 3: Berry-Elsberry Co., 47 Alabama St., S.W. (Ga., Miss., Tenn.)
Kentucky, Louisville 7: Thomas W. Bullock Co., 131 Breckinridge La. (Ky.)
Louisiana, New Orleans: Marjorie Brennan, 319 S. Hennessey St. (La.)
Pennsylvania, Philadelphia 3: Larsen Sales, 1620 Wood St. (Del., D.C.)
Texas, Dallas: Fain Assoc., 2434 South Harward (Ark., Okla., Texas)

CLINTON METAL MFG. CO., 49 Elizabeth St., New York 13, N. Y.

COCHRANE CORP., 3157 N. 17th St., Philadelphia 32, Pa.
District of Columbia, Washington 6: R. M. Austin, Barr Bldg., NAtional 8-2343 (D.C., Md.)
Georgia, Atlanta 24: Boiler Equipment Service Co., 1079 Alco St., N.E., MElrose 4-7373, MElrose 4-7374, MElrose 4-7375 and MElrose 4-7376 (N. Ala., Fla., Ga.)
Indiana, Indianapolis 4: Dehaven Engineering Co., 1444 Consolidated Bldg., 115 N. Pennsylvania St., MElrose 2-2563 and MElrose 2-2564 (Ky.)
Louisiana, New Orleans 12: Allan J. Harris Co., 400 Balter Bldg., Phone 524-0126, 524-0127, 524-0128 (S. Ala., La., Miss.)
Maryland, Baltimore 11: William A. Milby Co., Inc., 2701 Cresmont Ave. At 27th & Remington, HOpkins 7-7774 (Md.)
Missouri, Kansas City 30: Messplay Machinery Co., 5045 Prospect Ave., WAbash 3-5188 (Kans., Mo., Okla.)
Missouri, St. Louis 1: Lane Machinery Co., 419 Buder Bldg., 7th & Market Sts., CEntral 1-0011, CEntral 1-0012, CEntral 1-0013 and CEntral 1-0371 (Ark., Ky., Miss., Mo., Tenn.)
North Carolina, Charlotte 4: Brown & Morrison, 1900 E. 7th St., EDison 3-0774, EDison 3-0775 (N. C., S. C.)
Ohio, Cincinnati 42: The Henry P. Thompson Co., Blue Ash Center Bldg., 4866 Cooper Rd., TWeed 1-4414 (Ky.)
Pennsylvania, Philadelphia 32: Cochrane Division-Crane Co., 17th St. Below Allegheny Ave., BAldwin 5-2144 (Del.)
Pennsylvania, Pittsburgh 22: Dravo Corp., Dravo Bldg., Fifth & Liberty Aves., EXpress 1-2600 (Md., W. Va.)
Tennessee, Knoxville 17: Dickey Engrg. Co., 3009 Central Ave., N.W., KNoxville 4-8641, KNoxville 4-8642 (Tenn.)
Texas, Amarillo: S. C. Covington Co., Inc., Amarillo Bldg., DRake 3-5321 (Okla., Texas)
Texas, El Paso: Associated Engineers, 511 Hawkins Rd., PR 2-3233 (Texas)
Texas, Houston 1: Alliger & Sears Co., 2203 Fanning, CApitol 4-6933 (Texas)
Virginia, Richmond 21: Hawkins-Hamilton Co., Inc., 3339 W. Cary St., ELgin 3-4481 (N. C., Va.)

COLE-HERSEE CO., 20 Old Colony Ave., South Boston 27, Mass.
Colorado, Littleton: Atkinson Sales Co., 6260 S. Elati Circle (Kans., Texas)
Florida, Miami 33: Milton E. Cadden, 2734 Bird Ave., P. O. Box 33541, HI 4-5622 (Fla.)
Georgia, Atlanta: The Minnich Co., 1015 Grant St., S.E., MArket 2-6676 (Ga., S. C., E. Tenn.)
Kansas, Prairie Village 15: Marvin Crouch, 7637 Mohawk Dr. (Kans., Mo.)
Maryland, Baltimore 18: William S. Kneavel & Assoc., 1209 E. 25th St., HO 7-8530 (Del., D.C., Md., N. C., Va., W. Va.)
Michigan, Detroit 1: Herman D. Weiss & Assoc., 1006 Donovan Bldg., 2457 Woodward Ave., WOodward 3-1140 (Ky.)
Mississippi, Jackson 5: Southern Sales Co., 514 Court St., P. O. Box 1052, Phone 3-3665 (Ala., Ark., N.W. Fla., La., Miss., W. Tenn.)
Texas, Dallas 26: Crockett-Jordan-Duncan Co., 2708 Commerce St., RIverside 8-3937 (Okla., Texas)

COLEMAN CABLE & WIRE, 1900 N. River Rd., River Grove, Ill.
Arizona, Phoenix: Abbott Sales Co., 105 McDowell Rd., ALpine 2-6171
Florida, Miami: Electra, 3150 N.W. 40th St., ME 5-6379
Georgia, Atlanta 8: Frank B. Davis, 708 Spring St., N.W., TR 5-2278
North Carolina, Greensboro: Ed. C. Vaughn, 1102 Briarcliff Rd., BR 4-3149
Texas, Dallas: Peabody Brothers, 2903 St. Louis at Oakland, RI 7-4801
Texas, Houston: Peabody Brothers, 1803 Dallas Ave., FA 3-8385

COLEMAN PRODUCTS CO., 905 James Bldg., Chattanooga, Tenn.

COLLYER INSULATED WIRE CO., 249 Roosevelt Ave., Pawtucket, R. I. **(See advertisement on page 221)**
Alabama, Birmingham: Cary Chapman & Co., 2516 8th Ct., N., FAirfax 3-5236 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Arkansas, Little Rock: Jack Greene Co., P. O. Box 2591 (Ark.)
Florida, Hialeah: Cary Chapman & Co., 301 E. 10th Ave., TUxedo 5-4321 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Georgia, Atlanta: Cary Chapman & Co., 600 Trusco Way, S.W., PLaza 8-4506 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Kentucky, Louisville: Thomas T. Bullock Co., 131 Breckinridge La., Colonial Bldg., TWinbrook 6-0032 (Ky.)
Louisiana, New Orleans: Cary Chapman & Co., 213 S. Front St., TUlane 5184 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Missouri, Kansas City 1: Schooler Gorman Co., 1224 W. 9th St., VIctor 2-0733 (Ark., Kans., Mo., Okla.)
Missouri, St. Louis 22: Henderson Sales Co., 13014 Manchester, Kirkwood, YOrktown 5-7650 (Mo.)
North Carolina, Greensboro: Cary Chapman & Co., 1009 S. Elm St., BRoadway 3-9473 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Pennsylvania, Philadelphia 7: W. A. Leiser & Co., 1219 Race St., LOcust 3-5477 (Del., D.C., Md.)
Texas, Dallas 35: NuRo Co., 6115 Denton Dr. (Texas)
Texas, Houston 23: NuRo Co., 2930 Commerce St. (Texas)
Texas, San Antonio: NuRo Co., 1927 St. Marys St. (Texas)

COLONIAL WIRE & CABLE CO., INC., 480 Forest Ave., Locust Valley, N. Y.
Florida, Miami: Suchman Assoc., Inc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta: C. C. Myrick, Jr., Kennedy & Elm Sts., N.W., JAckson 2-8953 (Ga., S. C., Tenn.)
Louisiana, New Orleans: E. J. Hagan Co., 2837 Banks St., HU 8-7167 (La., Miss., Mo.)
Pennsylvania, Philadelphia: Irving Shapiro, 220 Quarry St., MArket 7-6424 (Del., D.C., Md.)
Virginia, Richmond: Leo A. Roach, 5010 New Kent Rd., ELgin 8-0023 (N. C., Va.)

COLUMBIA CABLE & ELECTRIC CORP., 255 Chestnut St., Brooklyn 8, N. Y.
Florida, Miami: Electra, 3150 N.W. 40th St., NEwton 3-6379 (Fla.)
Georgia, Atlanta: Walter S. Nash, 751 Chestnut St., N.W., TR 6-8071 (Ga.)
Louisiana, New Orleans: J. A. Henderson Co., 6919 Deanne St., WH 4-2732 (La.)
North Carolina, Charlotte 8: E. F. Lombardi Co., 2712 Freedom Dr., EXpress 9-0425 (N. C.)

Pennsylvania, Bethel Park: Gayle Lewis Assoc., P. O. Box 224, TEnnyson 5-8192 (W. Va.)
Tennessee, Knoxville: Jim Hash & Co., 109 W. Jackson Ave., Phone 523-9270 (Tenn.)
Texas, Dallas 26: Peabody Brothers, 2903 St. Louis at Oakland Ave., RIverside 7-4801 (Texas)
Texas, Houston: Arthur H. Swartz Co., 2120 Polk, CApitol 8-6666 (Texas)
Virginia, Richmond 15: W. E. Epperson, 1103 E. Main St., MIlton 3-2126 (Va.)

COLUMBIA ELECTRIC CO., INC., 8400 Ambassador Row, Dallas 6, Texas
Alabama, Birmingham: Elwyn B. Richey, Whitman Assoc., 823 Comer Bldg., ALpine 2-3079 (Ala., D.C., N.W. Fla., Ga., Md., N. C., S. C., Tenn., Va., W. Va.)
Florida, Hollywood: Gebhard Frohlich, 3931 S. W. 42nd Ave., WI 7-1407 (Fla.)
Florida, Jacksonville: Leslie E. Porter, P. O. Box 5482, FL 9-5372 (Fla.)
Florida, Mount Dora: Ken H. Hill & Assoc., P. O. Box 217, EV 3-2788 (Fla.)
Florida, Tampa: C. E. McCormick, 2910 Villa Rosa Park, Phone 64-4341 (Fla.)
Florida, Warrington: Whitman Assoc., 208 Payne Rd., S.E., GL 5-8689 (Ala., D.C., N.W. Fla., Ga., Md., N. C., S. C., Tenn., Va., W. Va.)
Georgia, Atlanta: Whitman Assoc., 313 Bona Allen Bldg., JA 1-0977 (Ala., D.C., N.W. Fla., Ga., Md., N.C., S. C., Tenn., Va., W. Va.)
Georgia, Moultrie: Robert S. McGarity, Whitman Assoc., 415 South Main, YUkon 5-1568 (Ala., D.C., N.W. Fla., Ga., Md., N. C., S. C., Tenn., Va., W. Va.)
Indiana, Indianapolis: Earl Miles, 2618 Dellzell Dr., CL 3-0350 (Ky.)
Louisiana, New Orleans 9: David B. Young Sales Co., 860 St. Charles Ave., JA 2-6292 (La., Miss.)
North Carolina, Charlotte: Whitman Assoc., 126 Builders Bldg., ED 4-9168 (Ala., D.C., N.W. Fla., Ga., Md., N. C., S. C., Tenn., Va., W. Va.)
Ohio, Cincinnati: J. M. Pratt & Assoc., 8807 Woodview Dr., JA 2-0122 (Ky.)
South Carolina, Columbia: Whitman Assoc., 2246 Sumter St., ALpine 2-3032 (Ala., D.C., N.W. Fla., Ga., Md., N. C., S. C., Tenn., Va., W. Va.)
Tennessee, Nashville: R. E. Roberts, Jr., Whitman Assoc., 2422 Abbott Martin Rd., CYpress 7-3736 (Ala., D.C., N.W. Fla., Ga., Md., N. C., S. C., Tenn., Va., W. Va.)
Texas, Dallas: Whitlow-Briscoe Co., 4227 Herschel Ave., LA 6-2436 (Okla., Texas)
Texas, Houston: Clinton-Dungey, 1013 Wood St., FA 3-2701 (S. Texas)
Virginia, Richmond: Thomas P. Harris, Whitman Assoc., 6037 Bonneau Rd., COlony 6-3185 (Ala., D.C., N.W. Fla., Ga., Md., N. C., S. C., Tenn., Va., W. Va.)

COLUMBIA ELECTRIC MFG. CO., 4519 Hamilton Ave., Cleveland 14, Ohio
Maryland, Baltimore 18: Durling Electric Co., 301 E. 25th St., HO 7-5560 (Md.)
Missouri, St. Louis 30: Gordon Fixman Engrg. Co., 8160 Stanford Ave., PA 5-5219 (Mo.)

COLUMBIA IRON & METAL CO., 6600 Grant Ave., Cleveland, Ohio

COLUMBIA LIGHTING, 2310 N. Fancher Way, P. O. Box 2180, Spokane 10, Wash.
Alabama, Birmingham 3: Elwyn B. Richey, 823 Comer Bldg., AL 2-3079 (Ala.)
Florida, Hollywood: Gebhard Frohlich, 3931 S. W. 42nd Ave., YU 3-8970 (Fla.)
Florida, Jacksonville: L. E. Porter, 1504 Palmer Ter., FL 9-5372 (Fla.)
Florida, Mount Dora: Ken H. Hill, P. O. Box 217, EV 3-2788 (Fla.)
Florida, Tampa: C. E. "Doc" McCormick, 2910 Villa Rosa Park, Phone 64-4341 (Fla.)
Florida, Warrington: T. E. Pearce, 208 Payne Rd., S.E. (Phone Pensacola, Fla., GL 5-8689 (Fla.)
Georgia, Atlanta 3: George Gardner, 313 Bona Allen Bldg., JA 1-0977 (Ga.)
Georgia, Atlanta 3: E. D. Johnson, 313 Bona Allen Bldg., JA 1-0977 (Ga.)
Georgia, Moultrie: Robert S. McGarity, 415 S. Main St., YU 5-1568 (Ga.)
Louisiana, New Orleans: David B. Young Sales Co., 860 St. Charles Ave., JAckson 2-6292 (La.)
North Carolina, Charlotte: Norman E. Tindal, 126 Builders Bldg., ED 4-9168 (N. C.)
South Carolina, Columbia: George W. Greene, 2246 Sumter St., CE 9-3767 (S. C.)
South Carolina, Columbia: Charlie Jacobs, 2246 Sumter St., CE 9-3767 (S. C.)
South Carolina, Greenville: M. V. Patterson, Calhoun Towers, Apt 4-F (S. C.)
Tennessee, Nashville 2: Robert E. Roberts, 2422 Abbott Martin Rd., CY 7-3736 (Tenn.)
Texas, Dallas 19: Whitlow-Briscoe Co., 4227 Herschel, LA 6-2436 (Okla., Texas)
Texas, Houston 27: Norton-Parkerson Co., 3827 Richmond Ave., MO 4-1795 (Texas)
Virginia, Richmond 27: Thomas P. Harris, 6037 Bonneau Rd., CO 6-3185 (D.C., Md., Va., W. Va.)

COLUMBIA METAL BOX CO., 260 E. 143rd St., New York 51, N. Y.
Florida, Jacksonville: Harry A. Hoffner, 1866 Greenwood Ave., EVergreen 9-2220 (Ala., Fla., Ga., N. C., S. C.)
Maryland, Baltimore 18: Douty & Downie, 2323 Maryland Ave., TUxedo 9-3470 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 12: E. R. Fargotstein Co., 119 Federal St., ALlegheny 1-2600 (W. Va.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RIverside 1-5931 (La., Miss., Okla., Texas)

COLUMBIA PRODUCTS, INC., 418 Hellam St., Wrightsville, Pa. (See advertisement on page 100)
Georgia, Atlanta 7: Charles H. McFee, 1020 Clifton Rd., N.E., DR 3-0890 (Ala., Ga.)
Missouri, St. Louis 9: Jul Zieger, 5822 Macklind Ave., FL 2-8191 (Ark., Kans., Mo., Okla.)
Pennsylvania, East McKeesport: T. W. McKernan, 109 Union Ave., VA 3-7596 (W. Va.)
Pennsylvania, Wrightsville: Lee B. Shober, 418 Hellam St., WR 255-4211 (Md.)
Texas, Dallas 26: Burrus & Matthews, 2810 Canton St., RI 1-6241 (La., Miss., E. Texas)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CA 7-4173 (W. Texas)

COMMANDER MFG. CO., 4225 W. Kinzie St., Chicago 24, Ill.

COMMERCIAL CABLE CO., 67 Broad St., New York 4, N. Y.

COMMERCIAL ENCLOSED FUSE CO. OF N. J., 6812 Polk St., Guttenberg, N. J. (See advertisement on page 88)
Florida, Miami: J. J. Dreyfuss' Sons, 1361 N. W. 23rd St., NEwton 5-0391 (Fla.)
Georgia, Atlanta 3: J. J. Dreyfuss' Sons, 324 Peters St., S.W., MU 8-6886 (Ala., Fla., Ga., Miss., N. C., S. C.)
Louisiana, New Orleans 7: J. J. Dreyfuss' Sons, P. O. Box 652 (La.)
Pennsylvania, Philadelphia 3: Larsen Sales Co., 1620 Wood St., LOcust 7-4949 (Del., D.C.)
Tennessee, Nashville: Matthews Agency, 714 Allison St., CHapel 2-7711 (Ky., Tenn.)
Texas, Dallas 15: Fain Assoc, Inc., 2434 S. Harwood (Ark., Mo., Okla., Texas)

COMMERCIAL FILTERS CORP., 2 Main St., Melrose 76, Mass.
Florida, Jacksonville 7: H. C. Warner, P. O. Box 5801, FLanders 9-3266 (Fla., Ga., S. C.)
Florida, St. Augustine: Walter F. Hindry, 16A Saragossa St., VAlley 9-9972 (Fla., Ga.)
Georgia, Red Oak: W. R. Camp, Jr., P. O. Box 7, POplar 6-4940 (Ga., Tenn.)
Indiana, Indianapolis 5: H. E. Danby Co., Inc., 5165 N. Keystone Ave., CLifford 1-4260 (Ky.)
Louisiana, New Orleans 12: C. R. Clingman, Inc., 1224 Richards Bldg., Phone 523-6316 (Ala., Ark., Fla., La., Miss., Tenn.)
Louisiana, Shreveport: Johnson-Jones Engrg. Co., P. O. Box 304, Phone 868-2754 (Ark., La.)
Maryland, Baltimore 1: Tate Engrg. Inc., 516 S. Eutaw St., LExington 9-0787 (Del., D.C., Md., W. Va.)
Missouri, Kansas City: W. C. Carolan Co., 612 W. 47th St., JEfferson 1-5505 (Kans., Mo.)
Missouri, St. Louis 8: Van Devanter Engrg. Co., 3974 Delmar Blvd., JEfferson 3-1822 (Ky., Mo.)
Oklahoma, Tulsa 5: Power Machinery Co., 3900 S. Memorial St., NAtional 7-0110 (Okla.)
Texas, Houston 25: Shaw Engrg. Inc., P. O. Box 20073, JAckson 9-4598 (La., Texas)
Virginia, Richmond 24: Tate Engrg. Inc., 13 W. 14th St., BE 3-7185 (N. C., Va.)
Virginia, Roanoke: Tate Engrg. Inc., Carlton Terrace Bldg., 920 S. Jefferson, DIamond 3-4033 (N. C., Tenn., Va.)
West Virginia, Charleston: W. S. Bolden Co., Inc., P. O. Box 4106, DIckens 3-5644 (Ky., W. Va.)

COMPCO CORP., Mitchell Lighting Div., 1800 N. Spaulding Ave., Chicago 47, Ill.
Arkansas, Russellville: Jack C. Sauls Co., 1307 W. 2nd St., WO 7-1931 (Ark., W. Tenn.)
Florida, Oakland Park: Victor W. Lanford, 4050 N.E. 5th Ter., LO 4-5046 (S.E. Fla.)
Florida, Tampa 9: William J. Shaar, 3505 Azeele St., RE 6-6127 (S.W. Fla.)
Georgia, Atlanta 5: Jack T. Fulwiler, Jr., 3133 Maple Dr., N.E., CEdar 7-1529 (N. Ala., Ga., E. Tenn.)
Louisiana, Metairie: T. A. Melady, 801 Airline Park Blvd., VErnon 5-3696 (S. Ala., S. La., N. Miss.)
Louisiana, Shreveport: William B. Wakeman, Suite 1700, Henry C. Beck Bldg., Phone 423-0384 (N. La., E. Miss.)
Missouri, Kansas City 41: Jack E. Johnston Co., P. O. Box 823, TE 8-0676 (Kans., W. Mo.)
North Carolina, Raleigh: W. G. Crenshaw, P. O. Box 6041, TEmple 3-8941 (N. C., S. C.)
Oklahoma, Oklahoma City 4: The R. C. Ramsey Co., 1239 W. Main St., CEntral 5-6818 (Okla.)
Pennsylvania, Philadelphia: Harold F. Sion, 1422 S. Patton St., HO 2-1043 (Del.)
Pennsylvania, Pittsburgh 16: W. H. Kimball Assoc., 1759 Borland Rd., WAlnut 1-4532 (W. Va.)
Texas, Dallas 14: Robinson Sales, P. O. Box 9715, TA 3-3531 (N. Texas)
Texas, Houston 3: Arling D. Smith Co., 3016 Polk Ave., FAirfax 3-1179 (S. Texas)
Virginia, Norfolk 8: McNeil Williamson Co., Inc., 4807 Colley Ave., MAdison 2-5949 (Va.)

CONDI-LITE CORP., 889 Broadway, New York 3, N. Y.

CONDUIT NIPPLE MFG. CO., 1435 Spring Garden Ave., Pittsburgh 12, Pa.
Florida, Miami: Suchman Assoc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta: D. D. Camp Co., 1920 Buford Hwy. (Ala., Ga.)
Kentucky, Louisville: Louis Weyhing, 1914 Rutherford Ave., GLendale 2-9971 (Ky., Tenn.)
Louisiana, New Orleans 16: Fred C. Baldgridge, 525 Godchaux Bldg., JAckson 5-2597 (La., Miss.)
Maryland, Baltimore: R. P. Auer, 305 Tower Bldg., SAratoga 7-4262 (Del., D.C., Md.)
Missouri, Kansas City 8: William B. Terry Orginization, 616 W. 26th St., GRand 1-2711, GRand 1-2712 (Ark., Kans., Mo., Okla.)
North Carolina, Raleigh: Allen G. Gill, P. O. Box 5643, HOpkins 7-3941 (N. C., S. C., Va.)
Pennsylvania, Pittsburgh 22: Morrow Sales Co., 1301 Peoples Bank Bldg., GRant 1-7973 (W. Va.)
Texas, Dallas 15: Fain Assoc., 2434 S. Harwood, HA 8-7468 (Texas)

CONDUIT PIPE PRODUCTS CO., Div of Harsco Corp., 153 W. Fulton St., Columbus 16, Ohio
Florida, Miami 42: Electra, 3150 N.W. 40th St., NEwton 3-6379 (Fla.)
Georgia, Atlanta 3: George R. Koeln & Co., 144 Walker St., S.W., MUrray 8-7077 (Ala., Ga., Tenn.)
Louisiana, New Orleans 5: Paul Hogan, Jr., 342 International Trade Mart, JAckson 2-2123 (La., Miss.)
Missouri, St. Louis 3: Wood & Anderson Co., 2914-16 Washington Ave., OLive 2-1669 (Kans., Mo.)
North Carolina, Charlotte 3: G. M. Hogshead Co., 201 W. Worthington Ave., FRanklin 5-5924 (N. C., S. C.)
Ohio, Cincinnati 37: Block & Cooper, 1050 Meta Dr., REdwood 1-2196 (Ky., W. Va.)
Oklahoma, Tulsa 10: Robert Nott, 2532 E. Admiral Blvd., WE 9-0535 (Ark.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Pennsylvania, Philadelphia 6: William B. Bielman & Sons, 252 N. Third St., MArket 7-0152 (Del., D.C., Md., Va.)
Texas, Dallas 11: Walter J. Huemmer, 3503 Irwindell Blvd., FE 1-0928 (Okla., Texas)

CONNECTICUT HARD RUBBER CO., 407 East St., New Haven 9, Conn.
Florida, St. Petersburg: Tri-Point Plastics of Fla., Inc., 5201 Seminole Blvd., Alt. 19, WA 1-2156 (Fla.)
Kentucky, Louisville 13: General Rubber & Supply Co., Inc., 3118 S. Preston St., ME 5-2606 (Ky.)
Maryland, Baltimore 30: Robins Rubber Division, 234 Key Hwy., SA 7-6275 (D.C., Md.)
Missouri, Kansas City 8: Hanna Rubber Co., 1512 Main St., BA 1-9600 (Kans., Mo.)
North Carolina, Greensboro: Southern Rubber Co., 360 Ashe St., BR 2-4567 (Ga., N. C., S. C., Tenn., Va.)
Pennsylvania, Philadelphia 25: Stockwell Rubber Co., Inc., 1117 Shackamaxon St., GA 6-3200 (Del.)
Pennsylvania, Pittsburgh 22: Shields Rubber Corp., 137 Fort Pitt Blvd., AT 1-8200 (W. Va.)
Texas, Houston: American Packing & Gasket Co., 6039 Armour Dr., P. O. Box 213, WA 6-9607 (Ala., Ark., La., Okla., Texas)

CONSOLIDATED GENERAL PRODUCTS, INC., 2401 Nicholson, P. O. Box 7425, Houston 8, Texas

CONSTELLATION FAN CO., 639 South Ave., Plainfield, N. J.

CONTINENTAL ELECTRIC EQUIPMENT CO., 205 W. Fourth St., P. O. Box 1055, Cincinnatti 2, Ohio
Florida, Coral Gables: Anson C. Fyler, 4210 Laguna St., Highland 3-7042 (Fla.)
Georgia, Atlanta 5: L. A. Poirier, 585 Mountain Dr., N.E., BL 5-5467 (Ga.)
Kansas, Wichita 8: Walter Zimmerman, P. O. Box 3621 Munger Sta., MU 3-3161 (Kans.)
Kentucky, Prospect: E. C. Thirlwell, Box 26, R. D. 1, CAstle 8-1118 (Ky.)
Louisiana, New Orleans 23: Duke-Phillibert Co., 10004 Judy Dr., Phone 729-5018 (La., Miss.)
Maryland, Baltimore 29: Murray C. Nelson, 500 Kingston Rd., Wilkins 5-8466 (D.C., Md.)
North Carolina, Greensboro: E. T. Green, P. O. Box 5034, Phone 299-8820 (N. C., S. C.)
Tennessee, Nashville: Campbell-Smith Sales Agency, 3406 McGavock Pike, VErnon 2-7850 (Ark., Tenn.)
Virginia, Virginia Beach: Richard Graham, P. O. Box 322, GArden 8-3837 (Va.)

CONTINENTAL RADIANT GLASS HEATING CORP., 4 West 40th St., New York 18, N. Y.

CONTINENTAL TAPES, P. O. Box 256, Cayce, S. C.
Georgia, Atlanta: Fred L. Hayes, 3936 Club Dr., CE 7-8942 (Ga.)
Florida, Miami 42: J. M. Keely Sales, 3802 N. W. 32nd Ave., NE 4-8526, NE 4-8527 (Fla.)
Maryland, Baltimore 2: Paul H. Riley, 1704 Barclay, VE 7-1765 (Del., Md.)
Missouri, Webster Groves 19: George Tapner, 641 S. Rock Hill Rd., WO 2-0541 (Kans., Mo.)
North Carolina, High Point: Leo Mortimer, 519½ N. Main St., HP 2-9015 (N. C.)
South Carolina, Columbia: Bob Ridgill, Box 5334, 5 Points Branch, Phone 782-2735 (S. C.)
Virginia, Bon Air 35: Reginald Duesberry, P. O. Box 3085, BR 2-3552 (Va.)

CONTINENTAL WIRE SALES CORP., 322 N. Cherry St. Ext., P. O. Box 366, Wallingford, Conn.

CONTROL CORP., 718 Central Ave., N.E., Minneapolis 14, Minn.
Florida, Miami 32: Mrs. Alice Hardy, 846 Ingraham Bldg., FRanklin 4-8342 (Ala., Fla., Ga., Miss.)
Missouri, Kansas City 32: Robert C. Bacon, 7916 Paseo St., Hland 4-9494
Missouri, St. Louis 17: Harold H. Harris, 2814 South Brentwood Blvd., MIssion 7-4350 (Kans., Mo.)
Ohio, Cleveland: Kevin M. McRaith, 5705 Biddulph Rd. (Ky.)
Pennsylvania, Bethlehem: Harold Pearson, 1033 N. New St., Phone 866-0043 (Del., Md.)
Texas, Dallas 11: W. J. Kantenberger, 711 Reverchon Dr., N.W., FEderal 7-5363 (La., Okla., Texas)
Texas, El Paso: Frank W. Gorman, Sr., P. O. Box 223, KEystone 2-3677 (Texas)
Texas, Houston 25: Dick Kantenberger, 9711 Riddlewood Plaza, Rm. 27, MO 5-8943 (La., Texas)
Texas, San Antonio: W. R. Chalker, 1502 W. Gramercy (Texas)

CONTROL SWITCH DIV., Controls Co. of America, 4218 W. Lake St., Chicago 24, Ill.
Alabama, Birmingham 13: Emory Design & Equipment Co., P. O. Box 9013, TRemont 1-1369 (Ala., Ga., Tenn.)
Florida, Bradenton: Courtney T. Cummings, Emory Design and Equipment Co., P. O. Box 507, BRadenton 7-1707 (Fla.)
Maryland, Catonsville 28: Vern F. Kline, 1013 Hartmont Rd., RIdgeway 4-4656 (Del., D.C., Md., N. C., S. C., Va., W. Va.)
Missouri, Kansas City: Thunderbird Engineering Sales & Service, Inc., 2826 Main St., Westport 1-9779 (Kans., Mo.)
Ohio, Dayton 3: Jay Engrg. Co., 1721 E. Third St., CLearwater 3-2151 (Ky.)
Texas, Dallas 6: Jim Robison Sales Co., 5526 Dyer St., Rm. 205, EMerson 8-3064 (Okla., Texas)

LOREN COOK CO., 640 N. Rocky River Dr., P. O. Box 68, Berea, Ohio
Alabama, Birmingham: Brownlee-Morrow Engineering Co., 745 N. 44th St., LY 2-8143
Arkansas, Little Rock: Allen Bullard Co., 509 E. Markham, FR 5-8227 (Ark.)
District of Columbia, Washington: Paul B. Holmes & Co., 3714 14th St., N.W., TA 9-4330
Florida, Miami 38: A. C. Dean Co., 10150 N.E. 14th Ave., P. O. Box 38-1377, PL 7-3228
Florida, Orlando: A. L. Hospers, K. B. Boissoneault & Assoc., 1500 Hillcrest, P. O. Box 6441
Florida, St. Petersburg: B. H. Mueller Co., 1548 77th St., N., Phone 345-4195
Georgia, Atlanta 3: John L. Underwood Co., 555 Whitehall St., S.W., MUrray 8-7878 (Ga., Tenn.)
Kansas, Wichita 11: Ray F. Bauer Co., 254 Laura, HO 4-0364
Louisiana, Metairie, A. G. Kirkwood Co., 1617 Metairie Rd., P. O. Box 246, VE 1-1081
Louisiana, Shreveport: R. F. Zimmerman Co., P. O. Box 1721, Phone 423-3549
Maryland, Baltimore 18: Paul B. Holmes & Co., 2301 N. Charles St., BE 5-4161
Missouri, Kansas City 10: American Air Filter Co., Inc., 6315 Brookside Plaza, EMerson 3-2686 (E. Kans., Mo.)
Missouri, St. Louis 31: R. C. Leinberger Co., 12342 Manchester Rd., YO 6-3856 (E. Kans., W. Mo.)
North Carolina, Charlotte: Kirk Cousart & Assoc., 715 W. Moorehead St., FR 5-7737 (N. C., S. C.)
North Carolina, Greensboro: Kirk Cousart & Assoc., 1822 Pembroke Rd., Phone 275-8559
Oklahoma, Oklahoma City: Federal Corp., 120 E. Main St., CEntral 5-7301 (Okla.)
South Carolina, Greenville: Kirk Cousart & Assoc., 309 E. Stone St., CE 2-9513
Tennessee, Memphis 6: Gregory-Salisbury & Co., 940 South Parkway, E., WH 8-0496
Tennessee, Nashville: Joe D. Demonbreun, 4909 Tanglewood Dr., CA 8-4364

ADAM COOK'S SONS, INC., 5 Stiles St., Linden, N. J.

COOPER-HEWITT ELECTRIC CO., Div of Sperti Faraday, Inc., 720 Grand St., Hoboken, N. J.

T. J. COPE DIV., Rome Cable Corp., Third & Walnut Sts., Collegeville, Pa.
Georgia, Atlanta 18: Woodard T. Ligget, 212 Permalume Pl., N.W., Phone 794-2768 (Ala., Ark., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Illinois, Chicago 11: Richard J. Devine, c/o Aluminum Co. of America, 520 N. Michigan Ave., SUperior 7-7829, SUperior 7-7830 (Ky., E. Mo.)
Missouri, Kansas City 13: James W. Frey Co., P. O. Box 7092, JAckson 3-4645 (Kans., W. Mo., Okla.)
Pennsylvania, Collegeville: Robert W. Meanix, Third & Walnut Sts., BRoadway 9-5050 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 20: James Morris, c/o Aluminum Co. of America, 875 Greentree Rd., ATlantic 1-4545 (W. Va.)
Texas, Dallas: Bernhard Assoc., 309 Meadows Bldg., EMerson 3-4301 (N. Texas)
Texas, Houston 19: H. D. Grant Co., 1107 Rosine St., JAckson 9-1777 & JAckson 9-0718 (S. Texas)

COPPERWELD STEEL CO., Wire & Cable Division, Glassport, Pa.
Florida, Fort Lauderdale: P. L. Black, King Cole Apt. 5, 717 Breakers Ave. (Fla.)
Georgia, Atlanta 9: H. C. Dever, 1000 Peachtree St., N.E. (Ala., Ga., W. Ky., E. Miss., Tenn.)
Kansas, Leawood: N. R. Malone, 9934 Lee Circle (Kans., Okla.)
Missouri, Bridgeton: R. A. Winslow, 12480 Hollister Dr. (E. Mo.)
North Carolina, Charlotte 9: J. F. Price, 6842 Park Rd. (E. Ky., N. C., S. C., Va., Southern W. Va.)
Ohio, Lancaster: Robert E. Taylor, 1122 Forest Rose Ave. (Ky.)
Pennsylvania, East Berlin: C. C. Sowards, R. D. 2, Box 146 (Md., Northern W. Va.)
Tennessee, Memphis 3: E. B. Patterson, 1403 Sterick Bldg. (Ark., La., W. Miss.)
Texas, Dallas 18: A. W. Harder, 520 Aqua Dr. (Texas)

CORDOMATIC, Div. of Vacuum Cleaner Corp. of America, 1724 W. Indiana Ave., Philadelphia 32, Pa.
Georgia, Decatur: Charles W. Glass & Assoc., 105 E. Court Square, DR 8-1850
Kansas, Leawood: Robert O. Dickey Co., 3205 W. 86th St., MItchell 9-0784
New York 23: The Harry Hanser Organization, 1841 Broadway, COlumbus 5-1300
Texas, Dallas 4: Hirsig-Frazier Co., 4333 Belmont Ave.

CORNING GLASS WORKS, Lighting Glassware Dept., P. O. Box 544, Corning, N. Y.
Georgia, Atlanta 7: Ralph L. Carl, 1711 Ridgewood Dr., N.E., DRake 8-7665 (Ala., Fla., Ga., N. C., S. C., E. Tenn.)
Missouri, St. Louis 16: Stemmerich Supply, Inc., 4728 Gravois Ave., VErnon 2-7726 (Kans., Mo., W. Tenn.)
Ohio, Cincinnati 10: Cincinnati Gasket, Packing & Mfg., Inc., 1507-09-11 Elm St., PArkway 1-5420 (E. Ky., W. Va.)
Pennsylvania, Philadelphia 47: H. Perlstein, 524-532 Lombard St., WAlnut 5-4423 (Md., Va.)
Texas, Dallas: Binswanger Glass Co., 2019 N. Lamar, P. O. Box 394, Riverside 7-7751 (Ark., La., Miss., Okla., Texas)

CORNISH WIRE CO., Div. of General Cable Corp., 50 Church St., New York 7, N. Y. (See advertisement on page 37)
Georgia, Atlanta 3: L. Morris Landers, 251 Spring St., S.W., MUrray 8-9112 (Ala., Fla., Ga., Miss., Tenn.)
Minnesota, Minneapolis 3: The Heimann Company, 1711 Hawthorne Ave., FEderal 2-5457 (Kans.)
Missouri, St. Louis 8: Arbeiter Co., 3721 Washington Ave., OLive 2-6995 (Ark., Mo.)
North Carolina, Charlotte: Paul Lumpkin, P. O. Box 961, 702 Builders Bldg., FR 6-8428 (N. C., S. C.)
Ohio, Cincinnati 2: Stout Electrical Sales Co., 338 W. 4th St., DUnbar 1-2744 (Ky., W. Va.)
Pennsylvania, Philadelphia 3: H. G. Anschuetz, 113-115 N. 23rd St., LOcust 4-0872 (Del., D. C., Md., Va., W. Va.)
Texas, Houston 1: Brenner Electrical Sales, 305 Velasco, P. O. Box 51, CApitol 5-0766 (La., Okla., Texas)

S. H. COUCH CO., INC., 3 Arlington St., North Quincy 71, Mass.
Alabama, Birmingham: E. T. Sharley, Box 5987, Homewood Sta., TRemont 1-0064 (Ala., Tenn.)
Alabama, Mobile: Earl Smith, 2229 Riverside Dr., GR 9-1544 (Ala., Fla.)
District of Columbia, Washington 6: American Amplifier & Television Corp., 1111 Nineteenth St., N.W., FE 8-7900 (D.C., Md., Va.)
Florida, Coral Gables 46: J. H. Akerman, 813 Sistina Ave., MOhawk 7-3864 (Fla.)
Louisiana, New Orleans: W. D. Faust, Rm. 602 833 Howard Ave., JAckson 2-5791 (La., Miss.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans., Mo.)
Missouri, St. Louis 8: Robert J. Welch, 3903 Olive St., Rm. 605, JEfferson 5-1318 (Mo.)

North Carolina, Greensboro: L. W. Roberts Co., 601 N. Elm St., 15 Beard Bldg., BRoadway 2-5618, BRoadway 2-5619 (N. C., S. C.)
Ohio, Cincinnati 2: Stout Electrical Sales, 338 W. Fourth St., DUnbar 1-2744, DUnbar 1-2745 (Ky., W. Va.)
Oklahoma, Tulsa: William E. Brice, P. O. Box 4653, WEbster 9-0290 (Ark., Okla.)
Pennsylvania, Philadelphia 3: Maris Equip. Co., 2013 Locust St., LOcust 7-3332 (Del.)
Pennsylvania, Pittsburgh: Martin Electrical Sales Co., P. O. Box 10405, LOcust 3-6262 (W. Va.)
Tennessee, Memphis 11: Sam McCutcheon, 3867 Kelley Circle, S., JAckson 7-7913 (Ark., Miss., Tenn.)
Texas, Houston 3: William E. Brice, 303 Bastrop St., CApital 2-7321 (Texas)
Virginia, Richmond 20: L. W. Roberts Co., 300 W. Franklin St., MIlton 8-2214 (Va.)

CRAIG LIGHTS, INC., 733 Washington St., Lynn, Mass.

CRAMER DIV., Giannini Controls Corp., Centerbrook, Conn.
Colorado, Denver 22: Allen I. Williams Co., 2261-2263 S. Albion St., SKyline 6-9043 (W. Kans.)
Florida, Miami Springs: Ludlum Assoc., Co., 4471 N.W. 36th St., TUxedo 5-3611 (Fla.)
Georgia, Atlanta 5: Allen C. Craft, Jr., 3130 Maple Dr., N.E., CEdar 3-9944 (Ala., Ga.)
Louisiana, New Orleans: Mid-South Sales Co., Inc., 4424-B Earhart Blvd., TUlane 4683, TUlane 4684 (La., S. Miss.)
Maryland, Silver Spring: L. G. White & Co., 880 Bonifant St., JUniper 5-3141 (Md., N. C., S. C., E. Tenn., Va.)
Missouri, St. Louis 10: Norman W. Kathrinus & Co., 4356 Duncan Ave., OLive 2-7005 (E. Kans., Mo.)
Tennessee, Memphis 12: Engineered Instruments Sales Co., P. O. Box 9947, FAirfax 3-1275 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 1: Robert E. Nesbitt Co., 1925 Cedar Springs, RIverside 7-5824 (Okla., Texas)

CRAWFORD FITTING CO., 884 E. 140th St., Cleveland 10, Ohio

CRESCENT INSULATED WIRE & CABLE CO., P. O. Box 850, Trenton 5, N. J. (See advertisement on page 41)
District of Columbia, Washington 7: James P. Quick Agency, Rm. 24, 2514 K St., N.W., FEderal 3-2110 (D.C., Md.)
Georgia, Atlanta 3: Berry-Elsberry Co., Inc., 47 Alabama St., JAckson 2-2563 (Ala., Fla., Ga., Miss., Tenn.)
Indiana, Indianapolis 1: A. Lee Clifford & Co., 1801 W. 18th St., MElrose 6-4411 (Ky., Tenn.)
Louisiana, New Orleans 23: Duke-Philibert & Co., 10004 Judy Dr., KEnner 729-2765 (La., S. Miss.)
Maryland, Baltimore 18: Electrical Sales Co., 2437 N. Charles St., BElmont 5-5551 (Md.)
Missouri, Kansas City 11: Parkins & Bretz Co., 500 V. F. W. Bldg., VAlentine 1-6011 (Kans., Mo., Okla.)
Pennsylvania, Bristol: Low Assoc., P. O. Box 550, STillwell 8-2714 (Del.)
Pennsylvania, Glenshaw: G & G Agency, P. O. Box 1310, Route 8, STerling 1-3161 (W. Va.)
Texas, Dallas 26: Burrus & Matthews, 2810 Canton St., RIverside 1-6241 (Texas)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CApitol 7-4173 (Texas)
Virginia, Richmond 20: Robert W. Fishburne, 1725 Arlington Rd., ELgin 5-6537 (N. C., S. C., Va.)

CRESCENT MANUFACTURING CO., 785 Schuylkill Ave., Philadelphia 46, Pa.
Florida, Fort Lauderdale: Thomas Marshall Assoc., 678 Middle River Dr., LOgan 6-5723
Indiana, Indianapolis: Earl F. Miles, 2618 Dellzell Dr., CLifford 3-0305
Louisiana, New Orleans: Ebco Sales Co., 1131 Thalia St., Phone 524-1188
North Carolina, Charlotte: W. H. Lassiter Sales Co., 2506 Lucena St., FRanklin 5-5031
Tennessee, Chattanooga: Thomas R. McAfee, 140 Market St., AMherst 6-4111
Tennessee, Memphis: Hal Beard, 173 S. Cooper St., BRoadway 4-1744

CRESCENT TOOL CO., Jamestown, N. Y.
Georgia, Decatur: Donald R. Stead, 2100 Rosewood Rd. (Ala., Fla., Ga., S. C.)
District of Columbia, Washington: R. Maxwell Tinsley, 2902 Porter St., N.W. (D.C.)
Iowa, Ottumwa: Robert W. Hartman, 2604 Kenwood St. (Kans., Mo.)
Michigan, Deerfield: Norman W. Reganall, 477 Carey St. (Ky.)
New York, Jamestown: Percy L. Heslink, c/o Crescent Tool Co. (Del., Md.)
New York, Jamestown: Richard A. Kimball, c/o Crescent Tool Co. (Va., W. Va.)
Tennessee, Jackson: Charles W. Cobb, 191 Allen Ave. (Miss., N. C., Tenn.)
Texas, Dallas 18: George Latsko, Jr., 10208 Linkwood Dr. (Ark., La., Okla., Texas)

W. W. CROSS & CO. DIV., Plymouth Cordage Industries, Inc., P. O. Box 365, Jaffrey, N. H.

CROUSE-HINDS CO., 1201 Wolf St., Syracuse 1, N. Y.
Alabama, Birmingham 5: G. M. McLeod, 1906 9th Ave., S., FAirfax 2-1926 (Ala., Fla., Tenn.)
District of Columbia, Washington 16: J. F. Wueste, Suite 10, 5034 Wisconsin Ave., N. W., EMerson 3-8310, EMerson 3-8311 and EMerson 3-8312 (D.C., Md., Va., W. Va.)
Florida, Tampa 6: D. K. Cassel, 442 W. Lafayette St., Rm. 217, Phone 8-1398 (Fla.)
Georgia, Atlanta 9: W. R. Major, Jr., 1053 W. Peachtree St., N.E., TRinity 3-3479 (Ga., Tenn.)
Louisiana, New Orleans 12: W. A. Barnes, 860 St. Charles Ave., JAckson 2-9529 (La., Miss.)
Maryland, Baltimore: C. E. Kennard, 1801 Wilhelm Ave., Rosedale 6, MUrdock 6-4355 (Del., Md., W. Va.)
Missouri, Kansas City 11: V. W. Nadler, V. F. W. Bldg., 406 W. 34th St., LO 1-4968 (Kans., Mo.)
Missouri, St. Louis 8: J. E. Metzenthin, 3732 Washington Blvd., JEfferson 1-5555 (Ark., Miss., Mo., Tenn.)
North Carolina, Charlotte 5: J. M. Witbeck, 3810 Central Ave., P. O. Box 9175, KEystone 7-2440, Phone 537-2211 (N. C., S. C., Tenn.)
Ohio, Cincinnati 37: W. C. Cowell, Roselawn Center Bldg., 7373 Brookcrest Dr., REdwood 1-8231, REdwood 1-8232 (Ky., W. Va.)
Oklahoma, Tulsa 20: F. F. House, 822 E. 6th St., LUther 7-7107, LUther 7-7108 (Okla., Texas)
Pennsylvania, Philadelphia 4: G. V. Miller, 415-417 Wilford Bldg., 101 N. 33rd St., EVergreen 6-7866 and EVergreen 6-7867 (Del., Md.)
Texas, Dallas 5: R. N. Ervin, Wilcox Bldg., 4607 Cole Ave., LAkeside 6-5231, LAkeside 6-5232 (Texas)
Texas, Houston 4: G. B. Jamison, 2801 San Jacinto St., CApitol 5-3201, CApitol 5-3202 and CApitol 5-3203 (La., Texas)
Virginia, Richmond 27: A. R. Mitchell, Jr., 401 Brookside Blvd., COlony 6-3513 (Va.)

CROWN CONTROLS CO., INC., 40-44 S. Washington St., New Bremen, Ohio

CROWN DIE CASTING CORP., 752 S. 3rd Ave., Mt. Vernon, N. Y.
Florida, Tampa: Fewell & Assoc., 4417 W. Osborne St., RE 6-4256 (Fla.)
Georgia, Pelham: Ben H. Touchstone, Box 207, Phone 8035 (Ala., Ga.)

CROWN INDUSTRIAL PRODUCTS CO., 713 Amsterdam St., Woodstock, Ill.
Alabama, Mobile: Electric Motors Materials, Inc., 203 Virginia St., HEmlock 2-1612 (Ala., Fla., Ga., La.)
Georgia, Atlanta: Brownell Distributors of Atlanta, Inc., 650 Murphy Ave., S.W., PLaza 5-1681 (Ala., Fla., Ga., N. C., S. C., Va.)
Georgia, Atlanta 18: Electrical Insulations Suppliers, Inc., 500 Means St., N.W., JAckson 5-2707 (Ala., Fla., Ga., N. C., S. C., Va.)
Georgia, Atlanta 18: Insulation & Wires, Inc., 732 Ashby, N.W., TRinity 5-7848 (Ala., Fla., Ga., N. C., S. C., Va.)
Kentucky, Louisville 3: E & H Electric Supply Co., 626 S. Twelfth St., JUniper 7-0991 (Ky.)
Maryland, Baltimore 2: The Electric Motor Supply Co., 356 N. Gay St., MUlberry 5-4523 (Md.)
Oklahoma, Oklahoma City 4: Butts Electric Supply Co., 101 N. Pennsylvania, REgent 9-1311 (Kans., Mo., Okla., Texas)
Oklahoma, Oklahoma City 2: John H. Cole Co., 1825 W. Main St., CE 2-3171 (Kans., Mo., Okla., Texas)
Oklahoma, Oklahoma City 5: Jones-Newby Supply Co., 9 N.E. 23rd St., JAckson 5-3341 (Kans, Mo., Okla., Texas)
Texas, Houston 3: Huston Industrial Supply Co., 1101 Chenevert St., CA 8-6663 (Kans., Mo., Okla., Texas)
Texas, Houston 3: Insulation & Wires, Inc., 2222 Leeland Ave., CA 7-6358 (Kans., Mo., Okla., Texas)

CROWNLITE FLUORESCENT CO., 7 Roselle St., Mineola, N. Y.
Florida, Miami 32: David Hess Assoc., Inc., 623 Brickell Ave. (Fla., Ga.)
North Carolina, Charlotte 9: Glenn Schnupper, 5615 Glenn Forrest Dr. (N. C., S. C.)
Virginia, Richmond: George E. Scharaudt, Jr., 202 E. Cary St. (D.C., Md., Va.)

W. F. CURLEE MFG. CO., 1901 Chenevert St., Houston 3, Texas

CURTIS-ALLBRITE LIGHTING, INC., 6135 W. 65th St., Chicago 38, Ill.
Alabama, Birmingham 3: William H. Neville, 247 American Life Bldg., ALpine 1-7979 (Ala.)
Arkansas, Little Rock: J. B. Greene, 7424 Illinois St., MO 4-2696 (Ark., Tenn.)
Colorado, Denver 21: J. D. Travis, 10522 Santa Fe, RAce 2-2734 (Texas)
Florida, Fort Lauderdale: Thomas A. Marshall, P. O. Box 4616, Sunrise, LOgan 4-2253, LOgan 6-5723 (Fla.)
Florida, Madeira Beach 8: R. Y. Fernandez, 590 Normandy Rd., Phone 391-7050 (Fla.)
Georgia, Atlanta 9: J. J. Perry, Jr., 45 11th St., N.E., Phone 875-4848 (Ga., Tenn.)
Illinois, Park Forest: Charles M. Shreck, 347 Manitowac, POrtsmouth 7-6100 (Ky.)
Louisiana, Metairie: Allen M. Kahoe, 8849 25th St., Phone 720-8643 (Ala., Fla., La., Miss.)
Maryland, Chevy Chase 15: E. I. Dinsmore, 4109 Rosemary St., OLiver 4-4700 & OLiver 4-1023 (D.C., Md., Va.)
Missouri, Kansas City 5: H. B. Ewert, 1415 Pennsylvania Ave., Victor 2-1918 (Kans., Mo.)
Missouri, St. Louis 23: C. C. Koerner, 6932 Ravenscroft Ave., PLateau 2-9911 (Mo.)
New Jersey, Freehold: H. L. Sykes, P. O. Box 48, HO 2-1350 & HO 2-1351 (Del.)
Oklahoma, Tulsa: R. E. Wescott, 8510 E. 41st St., NAtional 7-2280 (Okla.)
Pennsylvania, Pittsburgh 16: Hawn & Stear, Inc., 2666 W. Liberty Ave., LOcust 3-4421 & LOcust 3-4422 (W. Va.)
South Carolina, Lexington: Gerald H. Preacher, 116 N. Church St., Box 517, ELgin 9-6642 (Ga., S. C.)
Texas, Houston 18: William C. Sneed, P. O. Box 10522, CA 7-0748 (La., Texas)
Virginia, Richmond 20: Paul Mayo, Jr., P. O. Box 5330, MI 3-7561 (N. C., Va.)

CURTIS-ELECTRO LIGHTING, INC., 1536 South Paulina St., Chicago 8, Ill.
Alabama, Birmingham: Ernest C. Winfree, Jr., 3205 Second Ave., S., P. O. Box 1746, FAirfax 2-9052
Arkansas, Little Rock: J. E. "Jack" Greene, J. E. Greene Co., 414 Pulaski St., P. O. Box 2591, FR 4-9398
Florida, Fort Lauderdale: Thomas Marshall, Duncan Marshall, Thomas A. Marshall & Assoc., P. O. Box 4616, Sunrise, LOgan 4-2235 and LOgan 6-5723
Florida, Madeira Beach: R. Y. "Dick" Fernandez, 590 Normandy Rd., Phone 391-7050
Georgia, Decatur: Wilber H. Newman, 1663 Carter Rd., P. O. Box 524, Phone 289-2220
Louisiana, New Orleans: O. E. "Duke" Barron, 621 Commercial Pl., JAckson 2-3101
Maryland, Bladensburg: Jack Thompson, E. I. Dinsmore Co., 5005 Townsend Way, WA 7-8307
Maryland, Chevy Chase: E. I. "Dinny" Dinsmore, E. I. Dinsmore Co., 4109 Rosemary St., OLiver 4-4700 and OLiver 4-1023
Missouri, Kansas City 5: H. B. "Bernie" Ewert, 1415 Pennsylvania Ave., Victor 2-1918

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Missouri, St. Louis 23: C. C. "Chuck" Koerner, 6932 Ravenscroft Ave., PLateau 2-9911
North Carolina, Greensboro: Edward Oliver, 601 N. Elm St., P. O. Box 2787, BRoadway 2-5618 and BRoadway 2-5619
Oklahoma, Oklahoma City 12: James Stroud, Traweek-Healy & Assoc., 2241 N.W. 39th St. Expressway, JA 4-7764
Tennessee, Knoxville 20: J. W. "Jay" Taylor, 6106 Easton Rd., Phone 577-5788
Texas, Dallas: H. Traweek, J. Healy, A. Prunella, Traweek-Healy & Assoc., 5523 Dyer St., EMerson 8-3942 or EMerson 8-5658
Texas, Houston 5: W. "Bill" Arthur, Traweek-Healy & Assoc., 3011 San Jacinto, Rm. 13B, JAckson 8-0852
Texas, Lubbock: A. D. Ray, Traweek-Healy & Assoc., 2317B 34th St., SHerwood 4-2223
Texas, San Antonio 13: Tom Barr, Traweek-Healy & Assoc., 102 Persimmon, CA 7-6335
Virginia, McLean: Aksel Knudstrup, Route 2, Box 366 (Phone Falls Church, Va., PL 9-2450 and Wash. D.C., EX 3-7748)
Virginia, Richmond 19: Tubby Roberts, Sam Hartt, L. W. Roberts Co., 530 E. Main St., MIlton 8-2214 or 5038
West Virginia, Parkersburg: Ralph H. Stear, 133 Morningside Cir., GArfield 8-0147

CUSTOM BUILT CONTROLS, INC., 775 Sheridan Blvd., P. O. Box 1417, Denver 14, Colo.
District of Columbia, Washington 6: W. E. MacDonald Co., 1835 K St., N.W., FE 3-8385 (Del., D.C., Md., N. C., Va., W. Va.)
Georgia, Atlanta 3: I. L. Partee Engrg. Co., P. O. Box 12336, 231 Healey Bldg., JA 2-7606 (Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans 22: Walter Bornemann, 4719 Cartier Ave., FA 2504 (La., Miss.)
Ohio, Parkman: Walter Zelinger, P. O. Box 72, LI 8-5373 (W. Va.)
Texas, Houston 1: Industrial Equip. Co. of Houston, P. O. Box 9155, 6831 Navigation Blvd., WA 8-5431 (Texas)

CUTLER-HAMMER, INC., 233 N. 12th St., Milwaukee 1, Wis.
Alabama, Birmingham 9: Birmingham Office, 323 Oxmoor Rd., TRemont 1-1166 (Ala., Fla.)
Florida, Jacksonville: Jacksonville Office, 6542 Groveland Rd., RAymond 5-2845 (Fla., Ga.)
Georgia, Atlanta 13: Atlanta Office, 210 16th St., N.W., TRinity 4-9745 (Ala., Ark., Fla., Ga., Ky., La., Miss., N. C., S. C., Tenn., Va.)
Kentucky, Louisville 7: Louisville Office, 195 Colony Way, TWinbrook 6-1786 (Ky., Tenn.)
Louisiana, New Orleans 12: New Orleans Office, 833 Howard Ave., Phone 529-3452 (Ala., Ark., La., Miss.)
Maryland, Baltimore 18: Baltimore Office, 2319 Maryland Ave., HOpkins 7-9001 (D.C., Md., N. C., Va., W. Va.)
Missouri, Kansas City 11: Kansas City Office, 4550 Main St., WEstport 1-2787 (Ark., Kans., Mo., Okla.)
Missouri, St. Louis 30: St. Louis Office, 8118 Page Blvd., HArrison 9-7711 (Ky., Miss., Mo., Tenn.)
Oklahoma, Tulsa 14: Tulsa Office, 2570 S. Harvard Ave., RIverside 7-7531 (Ark., Okla.)
Pennsylvania, Pittsburgh 5: Pittsburgh Office, 2240 Noblestown Rd., WAlnut 2-2707 (Ky., Va., W. Va.)
Pennsylvania, Wayne: Philadelphia Office, 65 West Ave., TRinity 8-0820 (Del., Md., Va.)
Tennessee, Memphis 3: Memphis Office, 60 N. Main St., JAckson 7-7123 (Ky., Miss., Tenn.)
Texas, Dallas 7: Dallas Office, 9040 Directors Row, FLeetwood 7-6441 (Ark., La., Okla., Texas)
Virginia, Richmond 19: Richmond Office, 13 E. Franklin St., MIlton 8-4411 (N. C., Va.)
West Virginia, Charleston: Charleston Office, 1120 Kanawha Blvd., E., DIkens 2-4051 (Ky., Va., W. Va.)

D

D & H ELECTRIC CO., 2804 Gilroy St., Los Angeles 39, Calif.
Texas, El Paso: Francis & Assoc., 704 E. Yandell St.
Texas, San Antonio: George M. Wassa, 335 Milford Ave.

DAVEY TREE EXPERT CO., 117 S. Water St., Kent, Ohio
Georgia, Atlanta 3: Henry E Rioux, 57 Forsyth St., N.W., JAckson 5-5837 (Ga.)
Kansas, Prairie Village: Roscoe I. Meek, 7604 Lamar Ave., NIagara 2-6032 (Kans., W. Mo., Okla.)
Kentucky, Anchorage: Theodore A. Baer, R. D. 1, Box 1304 (Staunton Rd.), CHestnut 5-4866 (Ky.)
Mississippi, Jackson 4: Daniel F. Hayman, 2031 East Dr., FLeetwood 2-4512 (La., Miss., Tenn.)
Missouri, Webster Groves 19: John M. Benson, 105 W. Lockwood Blvd., 107 Gorelock Bldg., WOodland 1-5440, WOodland 1-4422 (E. Mo.)
North Carolina, Charlotte 2: Mitchell R. Foster, 122 E. 4th St. (N. C.)
South Carolina, Ninety Six: Gerald W. Landis, Route 1 (S. C.)
Texas, Arlington: John C. Bouvy, 605 N. Collins, CRestview 4-9482 (Ark., N. Texas)
Virginia, Richmond 29: Albert F. Rumph, 2404 Lockwood Rd. (Va.)
West Virginia, Charleston: Corliss A. Hoge, 2985 Pennsylvania Ave. (W. Va.)

DAVIS MANUFACTURING CO., Plano, Ill.

DAY-BRITE LIGHTING, INC., 5411 Bulwer Ave., St. Louis 7, Mo. (See advertisement on pages 74 & 75)
Alabama, Birmingham 13: James R. Fuller, 3821 S. Cove Dr., TRemont 1-3046 (Ala., Fla., Ga.)
Colorado, Denver 17: Ora E. Fleischer, 1700 Fifteenth St., MA 3-3221 (Kans.)
Florida, Jacksonville 17: Robert G. Ford, 7204 Poinciana Rd., Phone 733-3763 (Fla., Ga.)
Florida, South Miami: James A. Foerster, 6721 S.W. 68th Ter., MOhawk 1-5488 (Fla.)
Florida, Tampa 1: George Jack, P. O. Box 2126, Phone 4-5825 (Fla.)
Georgia, Forest Park: Oren M. Ruff, Jr., P. O. Box 91, Phone 366-5010 (Ala., Ga.)
Illinois, East Peoria: Ralph Fernau, 110 Mount Aire Dr., Phone 699-4413 (Mo.)
Kentucky, Louisville 7: C. Vance Terrell, 3510 Winchester Rd., P. O. Box 7393, TWinbrook 5-4140 (Ky., Tenn., Va.)
Louisiana, New Orleans 12: Paul Hogan, Jr., 342 International Trade Mart, Camp and Common Sts., JAckson 2-2123, JAckson 2-3298 (Ala., Fla., La., Miss.)
Maryland, Silver Springs: George Maloomian, 10901 Jarboe Ave., Burnt Mills Hills, HEmlock 4-7900 (Del., D.C., Md., Va., W. Va.)
Mississippi, Jackson: James F. Branson, 220 Magruder Bldg., P. O. Box 1642, FLeetwood 4-1025 (Ala., Ark., La., Miss., Okla., Texas)
Missouri, Kansas City 8: M. H. Burwell Co., 2601 Cherry St., BAltimore 1-0868 (Ark., Kans., Mo., Okla.)
Missouri, St. Louis 10: E. H. Lauth & Assoc., 1501 Hampton, Mission 5-3345 (Ky., Mo.)
Nebraska, Omaha 1: Carl R. Price, P. O. Box 1055, WAlnut 2851 (Kans.)
New Mexico, Albuquerque: James Hallek, 7120 Dellwood Rd., N.E., Phone 298-3114 (Texas)
North Carolina, Charlotte 2: Ladd M. Massey, 307-309 Builders Bldg., FRanklin 7-6936 (N. C., S. C.)
North Carolina, Raleigh: Roy Palmer, Jr., Box 10022, VAnce 8-4801 (N. C.)
Ohio, Cincinnati 37: H. C. King & Assoc., P. O. Box 2585, 1720 Section Rd., REdwood 1-4049 (Ky.)
Oklahoma, Oklahoma City: Paul Sheline, 1715 Linwood Blvd., CEntral 5-8549 (Okla.)
Pennsylvania, Philadelphia 6: Hopkin Bros., Inc., 120 N. Seventh St., WAlnut 5-8367, WAlnut 5-5250 (Del., Md., Va.)
Pennsylvania, Pittsburgh 23: Parke & Maguire, 351 Butler St., STerling 1-8005 (W. Va.)
South Carolina, Myrtle Beach: M. Breeden Moore, P. O. Box 3337, HIllcrest 8-3843 (Ga., S. C.)
Tennessee, Knoxville 18: L. H. Edenfield, P. O. Box 5305, Phone 687-2130 (Ala., Ga., N. C., Tenn., Va.)
Tennessee, Memphis 11: H. Sidney Chilton, Jr., P. O. Box 6263, FAirfax 7-0324 (Ala., Ark., Miss., Mo., Okla., Tenn.)
Tennessee, Nashville 4: Joe L. Booker, 1710 Hayes St., ALpine 4-8102 (Ky., Tenn.)
Texas, Dallas 2: H. A. Auchter, 102 Thomas Bldg., RIverside 2-3075 (Okla., Texas)
Texas, Houston 36: Joe W. Hale, 7042 Sharpcrest, GYpsy 4-4394 (Texas)
Texas, Lubbock: Stewart O. Norris, P. O. Box 446, POrter 5-7820 (Okla., Texas)
Texas, San Antonio 13: Richard Barnes, P. O. Box 13081, DIamond 2-8271 (Texas)
Virginia, Richmond 25: Earl Dagenhardt, 5022 Sylvan Rd., P. O. Box 8834, ELgin 8-2533 (N. C., Va.)
Virginia, Roanoke: John C. Manos, P. O. Box 4307 Grandin Rd. Sta., DIamond 4-4387 (N. C., Va.)
West Virginia, Charleston 2: Phil M. Gandy, P. O. Box 6297, Stonewall Sta., DIckens 6-8252 (Ky., Va.)

DAYSTROM, INC., Control Systems Div., 4455 Miramar Rd., La Jolla, Calif.

DAYSTROM, INC., Weston Instrument Div., 614 Frelinghuysen Ave., Newark 12, N. J.
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., P. O. Box 107, FRanklin 4-8201
Florida, Jacksonville: Ward Engineering Co., Inc., 2727 Phyllis St., EVergreen 8-7656
Florida, Orlando: Ward Engineering Co., Inc., 1015 W. Central Ave., GArden 2-4295 and GArden 3-9721
Georgia, Atlanta 18: E. A. Thornwell, Inc., 1537 Howell Mill Road, N.W., TRinity 5-7895
Louisiana, New Orleans 13: Butler & Land, 1122 Dryades St., Phone 524-0688
Louisiana, Shreveport: Curtis H. Stout, Inc., 409 Fairfield Bldg., Phone 425-5485
Maryland, Baltimore: Thomas H. Closs, 21 W. Pennsylvania Ave., Towson 4, Md., VAlley 5-4445
Mississippi, Jackson: Curtis H. Stout, Inc., 706 Electric Bldg., FLeetwood 4-4326
Missouri, Hickman Mills 34: C. B. Fall Co., 11201 Longview Road, SOuth 1-6545
Missouri, St. Louis 1: C. B. Fall Co., 317 N. 11th St., Suite 1001, CHestnut 1-2433
Oklahoma, Tulsa 1: Riddle and Hubbell Company, 302 S. Cheyenne Ave., P. O. Box 727 LUther 5-5624
Tennessee, Memphis: Curtis H. Stout, Inc., 718 M & M Bldg., JAckson 6-7601
Texas, Amarillo: Butler and Land, 1505 W. Tenth St., DRake 6-5255
Texas Dallas 5: Butler and Land, 5538 Dyer St., EMerson 1-6631

DAYTON ELECTRIC MFG. CO., 126 S. Oakley Blvd., Chicago 12, Ill.

DAYTON RUBBER CO., 1486 Lakewood Ave., S. E., Atlanta, Ga.

THE DECORATIVE LIGHTING GUILD OF AMERICA, 2116 Keith Bldg., Cleveland, Ohio

DELCO-REMY DIV., General Motors Corp., Anderson, Ind.

DELTA-STAR ELECTRIC DIV., H. K. Porter Co., Inc., 2437 Fulton St., Chicago 12, Ill.
Alabama, Birmingham 3: L. S. Belding, American Life Bldg., ALpine 2-1484 (Ala., Fla., Ga., Miss., Tenn.)
Florida, Jacksonville 4: Florida Electric Supply, P. O. Box 2087, EVergreen 7-7448 (Fla.)
Florida, St. Petersburg 33: Florida Electric Supply, P. O. Box 2602, Phone 2-1544 (Fla.)
Florida, Tampa 9: Electrical Sales, Inc., P. O. Box 10496, RE 7-6574 (Fla.)
Louisiana, New Orleans 19: Dupont-Bondurant, Inc., 55 N. Pierce St., Phone 482-3167 (La.)
Missouri, Kansas City 13: J. G. Tuley, 6225-47 Brookside Blvd., EMerson 3-2144 (Kans., Mo.)
Missouri, St. Louis 5: H. M. Carlsen, 8230 Forsyth Blvd. (Mo.)
North Carolina, Charlotte 4: E. H. Gilliam Co., P. O. Box 4035, EDison 2-1256 (N. C., S. C.)
Oklahoma, Oklahoma City 7: Frank Koontz, 2419 N.W. Park Pl., JAckson 8-3047 (Okla.)
Pennsylvania, Philadelphia 6: R. M. Bozarth, 325 Chestnut St., WAlnut 2-1350 (Del.)
Texas, Dallas 1: I. E. Cope, 1411 Fidelity Union Life Bldg., RIverside 2-7281 (Texas)
Virginia, Roanoke 11: H. O. Arnold, 604 First Federal Bldg. (Va., W. Va.)

DEL-VAL MFG. CO., 519 W. Huntington St., Philadelphia 33, Pa.
Arkansas, Little Rock: Jack Greene & Co., 7424 Illinois St. (Ark.)
Florida, Fort Lauderdale: W. T. Evans & Assoc., P. O. Box 8532 Seminole Annex (Fla.)
Georgia, Atlanta 5: E. W. Klein & Co., 3227 Cains Hill Pl., N.W., P. O. Box 11547 (Ga.)
Kentucky, Louisville 7: Thomas W. Bullock, 131 Breckenridge La. (Ky.)

Missouri, Independence: J. Dale Burns, Box 615 (Kans., Mo.)
North Carolina, Charlotte 3: E. F. Baesel, 1217 Harding Pl. (N. C., S. C.)
Pennsylvania, Philadelphia 50: Roy H. Levy, 7921 Gilbert St. (Del., D.C., Md.)
Texas, Dallas 24: Elmer Johnson, 3422 Monte Carlo (La., Miss., Okla., Texas)
Virginia, Richmond 20: R. F. Allen, 1 West Cary St. (Va.)

DETCH ELECTRIC CO., 2133 Chalfant St., Pittsburgh 21, Pa.
Georgia, Atlanta 3: D. D. Camp Co., 230 Peters St., S.W., JAckson 4-8709 (Ala., Ga.)
Maryland, Baltimore 2: A. D. Wilson, 508 St. Paul St., SAratoga 7-1424 (D.C., Ky., Md., Va.)
Tennessee, Knoxville: Charles B. Turbyville, 935-1 Woodland Ave., Phone 5-0588 (Tenn., Va.)
Texas, Houston: Bob Roberts Co., P. O. Box 4591, UNderwood 2-3372 (Texas)

DEVINE, INC., 1720 Baltimore Ave., Kansas City, Mo.

DIAMOND EXPANSION BOLT CO., INC., 500 North Ave., Garwood, N. J.
Georgia, Atlanta 13: J. T. Cobb, 171 Simpson St., N.W., MUrray 8-3191 (Ala., D.C., Fla., Ga., Miss., N. C., S. C., Tenn., Va.)
Missouri, St. Louis 3: Charles J. Heil, 2649 Washington Ave., OLive 2-3838 (Mo.)
Ohio, Cincinnati 11: The Frederick & Nearing Co., 4271 Harrison Ave., MO 2-1781 (Ky.)
Pennsylvania, Philadelphia 2: A. J. Hughes, 221 N. 16th St., LOcust 4-3456 (Del., Md.)
Pennsylvania, Pittsburgh 22: William T. Christman, 329 Fort Pitt Blvd., GRant 1-8828 (W. Va.)
Texas, Dallas 7: R. B. Wilber, 106 Express St., RIverside 8-6145 (Ark., Kans., La., Mo., Okla., Texas)

DIAMOND POWER SPECIALTY CORP., Diamond Electronics, P. O. Box 415, Lancaster, Ohio
Colorado, Denver 4: The Stearns-Roger Mfg. Co., 660 Bannock St., AComa 2-8484 (Texas)
District of Columbia, Washington 6: Washington Engrg. Co., Inc., 1700 K St., N.W., ME 8-2443 (D.C.)
Georgia, Atlanta 24: Boiler Equip. Service Co., Box 13138, Phone 634-7373 (Ala., Fla., Ga., Tenn.)
Louisiana, Metairie: Turner & Co., 319 Metairie Rd. (La., Miss.)
Louisiana, New Orleans 7: A. M. Lockett & Co., Ltd., 308 Whitney Bldg., JAckson 2-8382 (Ala., La., Miss.)
Missouri, Kansas City 14: Economy Equip. Co., 7341 Broadway, JAckson 3-1010 (Kans., Mo.)
Missouri, Kansas City 8: Graybar Electric Co., Inc., 1644 Baltimore Ave. (Mo.)
Missouri, St. Louis 8: Economy Equip. Co., 4526 Olive St., FOrest 7-5328 (Mo.)
Missouri, St. Louis: Graybar Electric Co., Inc., 600 S. Taylor Ave. (Mo.)
North Carolina, Charlotte 4: Brown & Morrison, 1900 E. 7th St., EDison 3-0774 (N. C., S. C.)
Ohio, Cincinnati 8: The Lathrop-Trotter Co., 3181 Linwood Rd., TRinity 1-2288 (Ky.)
Pennsylvania, Radnor: Emlen-Peterson Co., Montgomery Lane at King of Prussia Rd. (Del., Md.)
Tennessee, Memphis 6: Process & Power, Inc., 1565 Harbor Ave., WHitehall 2-3253 (Ark., Miss., Tenn.)
Texas, Dallas 26: Graybar Electric Co., Inc., 717 Latimer St. (Texas)
Texas, Dallas 1: A. M. Lockett & Co., Ltd., 1807 Commerce St., RIverside 1-4155 (Ark., La., Texas)
Texas, Houston: Coastal Enterprises, 8607 Friendship (La., Texas)
Texas, Houston 1: A. M. Lockett & Co., Ltd., 3484 W. 12th St., UNderwood 9-3711 (Texas)
Virginia, Richmond 20: Berkness Control & Equip. Corp., 308 W. Cary St., MIlton 3-5357 (Va.)

DIAMOND WIRE & CABLE CO., 445 Park Ave., Sycamore, Ill.
Alabama, Birmingham: Paul Brake, 936 Shelton St. (Ala., Fla., La., Miss., Tenn.)
Georgia, Atlanta: A. Rothacker, 170 Ottley Dr., N.E., TRinity 5-8992 (Fla., Ga., N. C., S. C., Tenn.)
Indiana, Brazil: John H. Weaver, P. O. Box 153 (Ky., Mo.)
Kansas, Kansas City 3: Tom Doyle, 5427 Mission Rd., SKyline 1-0299 (Ark., Kans., Mo.)
North Carolina, Wilmington: Clyde F. Lennon, 3714 Stratford Blvd. (N. C., S. C., Tenn., Va.)
Ohio, Cincinnati 9: William D. Mueller, Box 6, Oakley Sta. (Ky., W. Va.)
Texas, Dallas: The Hodges Co., 1336 Crampton St. (La., Texas)

DIEBOLD, INC., Canton 2, Ohio
Alabama, Birmingham 3: 723 Comer Bldg., FAirfax 2-4915 (Ala.)
Georgia, Atlanta 9: W. P. Harper, 490 Plaster Ave., N.E., TR 5-6404 (Ga.)

DIEHL MFG. CO., 1215 Finderne Ave., Somerville, N. J.

W. C. DILLON & CO., INC., 14620 Keswick St., Van Nuys, Calif.

DISSTON DIV., H. K. Porter Co., Inc., 712 Tacony, Philadelphia 35, Pa.

DISTRIBUTION & HI-LINE SPECIALTIES CO., 2100 Del Norte, St. Louis 17, Mo.

DIVERSIFIED PLASTICS, INC., 3400 Democrat Rd., Memphis, Tenn.
Alabama, Birmingham: Harry Hill, Jr., 703 Warwick Rd., TR 9-5930 (Ala., Tenn.)
Florida, Clearwater: William B. Hall, 1212 Wellington, Phone 442-1917 (Ala., Fla.)
Georgia, Atlanta: Emerson W. Peet, Jr., 6570 Williamson Dr., N.E., BL 5-5145 (Ga., S. C.)
Kentucky, Louisville: James E. McNamara, 5221 Famous Way, Phone 969-2284 (Ky., W. Va.)
Louisiana, Metairie: John H. Keyworth, Jr., 221 Avenue "E", VErnon 5-1263 (La., Miss.)
North Carolina, Greensboro: E. P. Rowan, 215 Isabel, BR 5-7161 (D.C., Md., N. C., Va.)
Tennessee, Memphis 18: John T. Everett & Co., P. O. Box 7126, FAirfax 4-2151 (Ala., Ark., D.C., Fla., Ga., Ky., La., Md., Miss., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)
Texas, Dallas: W. Bonner Ragland, 10421 Solta Dr., DIamond 8-2224 (Texas)
Texas, Houston: Irl R. Walker, Jr., 710 Camelot La., HO 5-5442 (Texas)
Texas, Irving: Glenn D. Duke, 1412 Dory La., BL 3-8926 (Okla., Texas)

DIXIE ELECTRICAL MFG. CO., P. O. Box 6298 Birmingham 7, Ala. **(See advertisement on page 81)**
Alabama, Birmingham: Godfrey W. Glenn Agency, 3205 2nd Ave., S., ALpine 2-0209 (Ala., Ga.)
Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., 500 E. Markham St., FR 5-1383
Florida, Miami: J. C. McCormic, Inc., 220 S.W. 30th Rd., FR 4-2247
Georgia, Atlanta: Godfrey W. Glenn Agency, P. O. Box 627, Phone 284-4431
Indiana, Evansville 11: Utility Products Co., Inc., 321 Inwood Dr., HA 2-8837
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St. (Ark., La., Miss., Tenn.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, EM 2-1671
Oklahoma, Oklahoma City 4: The R. C. Ramsey Co., 1239 W. Main St., CEntral 5-6818 (Okla.)
Texas, Dallas 19: Jack Tate & Co., 3911 Oak Lawn Ave., LA 8-6103 (Texas)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd., BRidge 2-3449 (D.C., Va., W. Va.)

DIXIE PLASTICS MFG. CO., 4250 Florida Ave., New Orleans, La.

DIXIE RAYDIANT ELECTRIC HEAT CORP., 66 11th St., N.E., Atlanta 9, Ga.
Florida, Pensacola: J. D. Wilson, Star Route 99-A, Myrtle Grove Branch (Ala., Fla.)
Texas, Houston 25: Ross Sanddal Electric Heat, 2402 Goldsmith, JA 3-1886 (Texas)

DIXIE-AIRE VENTILATING CO., 1539 Pierre Ave., Shreveport, La.

DOERR ELECTRIC CORP., 510 N. 4th Ave., Cedarburg, Wis.
Georgia, Atlanta 6: John L. Reynolds, 1763 Timberland Rd., Phone 636-7774 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Kansas, Kansas City: Herbert F. Ziegler Co., 4306 Cambridge St., JO 2-7352 (Kans., Mo.)
Louisiana, New Orleans 25: Mid-South Sales Co., Inc., 4424-B Earhart Blvd., Phone 822-3030 (La.)
Missouri, Kansas City: Lynn Elliott Co., 832 Law Bldg. (Okla., Texas)
Missouri, St. Louis 22: Terry & Hodges, Inc., 132 W. Monroe, YOrktown 5-0747 (Ark., Mo.)
Ohio, Cincinnati 13: Joseph H. Fallon & Assoc., 5945 Ridge Ave., REdwood 1-7286 (Ky.)
Texas, Dallas: Lynn Elliott Co., 402 Fidelity Union Life Bldg. (Okla., Texas)
Texas, Houston: Lynn Elliott Co., 371 M & M Bldg., CA 4-9715 (Okla., Texas)

DOMINION ELECTRIC CORP., 150 Elm St., Mansfield, Ohio
Florida, Clearwater: Leuck Sales, P. O. Box 411, Phone 446-0238 (Fla.)
Georgia, Atlanta 5: Goodman Bros., 3206 N. Wood Valley Rd., N.W., CEdar 3-4950 (Ala., Ga., S. C.)
Maryland, Bethesda 14: Robert Ingraham Assoc., 4822 St. Elmo Av., OLiver 6-7304 (D. C.)
Missouri, Kansas City 8: Hoskins-Lohner-Sweeney & Co., 2201 Grand Ave., Kansas City Mdse. Mart, GRand 1-2040 (Kans., Mo.)
Ohio, Cincinnati 15: Nelson J. Lackritz, 512 Chisholm Trail, JAckson 2-0655 (Ky.)
Pennsylvania, Monroeville: Charles Butler, 704 Cottonwood Dr., DRexel 2-0749 (W. Va.)
Pennsylvania, Narberth: J. W. McGrory, 105 Forrest Ave., MOhawk 4-8100 (Del.)
Tennessee, Memphis 17: Simpson & Co., 4939 Shady Grove Rd., MUtual 5-5211 (Ark., La., Miss., W. Tenn.)
Texas, Dallas 35: James & Cooper Co., 821 Exchange Bank Bldg., 100 Exchange Park, N., FLeetwood 7-1559 (Okla., Texas)
Virginia, Norfolk 10: Goodman Bros., 619½ Colonial, Box 1872, MAdison 2-4521 (N. C., S. C., E. Tenn., Va.)

DONGAN ELECTRIC MFG. CO., 2987 Franklin St., Detroit 7, Mich.
Arkansas, Little Rock: Charles B. Young, 2524 Blackwood Rd., MO 6-1916 (Ark.)
Florida, Miami: Don DeJonge, P. O. Box 50-194, MU 1-1642 or PL 8-9930 (Fla.)
Maryland, Baltimore: John J. Rosche, 30 E. 25th St., BE 5-2882 (D.C., Md.)
North Carolina, Charlotte 4: Burt B. Vickery, 1220 E. 4th St., FR 5-6438 (N. C., S. C., Va.)
Pennsylvania, Philadelphia 30: Crane Sales Co., 629 N. 19th St., LOcust 3-4266 (Del.)
Tennessee, Chattanooga 11: S and W Sales Co., P. O. Box 9096, MA 2-8775 (Ala., Ga., Tenn.)
Texas, Austin 3: Jim H. Arnold Co., 1715 W. 30th St., GR 6-1063 (Texas)
Texas, Houston 4: Chester Butt, P. O. Box 8213, MA 3-0454 (Texas)
Virginia, Richmond 26: Hugh Snapp, 600 Horspen Rd., ATlantic 2-5068 (Va.)

JOHN E. DORSEY CO., 570 E. First St., Boston 27, Mass.
Florida, Palmetto: Harry M. Davidson, P. O. Box 757 (Fla.)
Missouri, Kansas City 33: Williams & McKinley Sales, 10101 E. 65th St., FL 6-5700 (Kans., Mo.)
Missouri, Kirkwood 22: Robert H. Harper, 1344 Wilton La. (Mo.)
Tennessee, Nashville 1: John S. Baron Agency, 715 Murfriesboro Rd., P. O. Box 1271, AL 4-1948 (Ark., Ky., Tenn.)
Virginia, Arlington 7: Charles H. Russell, 4403 19th St., N., JAckson 2-4443 (Del., D.C., Md., Va., W. Va.)

DOSSERT MFG. CORP., 249 Huron St., Brooklyn 22, N. Y.
Alabama, Birmingham: Hopper & McCoy, P. O. Box 402 (Ala.)
Florida, Eustis: George Carlisle, P. O. Box 1537, EL 7-2120 (Fla.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Florida, Miami: Charles R. Lee & Assoc., 3796 W. Flagler St., HI 4-7414 (Fla.)
Georgia, Atlanta: Hopper & McCoy, 870 Northside Dr., N.W., TR 2-5803 (Ga., S. C.)
Kansas, Kansas City: R. L. Haizlip Co., 1401 Fairfax Tfcwy., MA 1-4700 (Kans.)
Kentucky, Louisville: Arthur Ehlers, JU 5-4679 (Ky.)
Louisiana, New Orleans: Mid South Sales, P. O. Box 13032, Phone 822-3030 (La., Miss.)
Maryland, Baltimore: Charles Esposite, 501 E. Monument, LExington 9-4021 (D.C., Md.)
Missouri, St. Louis: Arbeiter Co., 3721 Washington Ave., OL 2-6995 (Mo.)
North Carolina, Greensboro: Barber Ayers, 826 Goldsboro St., BR 3-9108 (N. C., Va.)
Pennsylvania, Milmont Park: W. Price, 333 Harding Ave., LE 2-2512 (Del.)
Tennessee, Memphis: Ransom Roderick, 726 E. McLemore Ave., WH 8-3301 (Ark., Tenn.)
Tennessee, Nashville: Hopper & McCoy, 2421 Ridgeland Dr., TU 3-7557 (Tenn.)
Texas, Dallas: Brenner Electrical Sales, 3015 Merrell Rd., FL 7-3308
Texas, Houston: Brenner Electrical Sales, 305 Velasco, CA 5-0766 (Okla., Texas)
Virginia, Richmond: Barber Ayers, P. O. Box 8676, AT 2-4494 (Va.)
West Virginia, Charleston: A. J. Noce, P. O. Box 89, Ripley, ES 2-6773 (W. Va.)

DOUGLAS CO., P. O. Box 1864, Charlotte 1, N. C.
(Request inquiries sent to address given)

DOW CORNING CORP., P. O. Box 592, Midland, Mich.
Florida, St. Petersburg: Sam Wooten, 804 Florida Theatre Bldg., Phone 5-3084 (Fla.)
Georgia, Atlanta 9: R. B. Ehlers, 1948 Monroe Dr., N.E., TRinity 6-1005 (Ala., Ga.)
Georgia, Atlanta 9: R. J. Rooks, 1948 Monroe Dr., N.E., TRinity 6-1005 (Ala., Ga.)
Louisiana, Baton Rouge: T. E. Hildebrand, 635 Laurel St., DIckens 8-3766 (La.)
Maryland, Silver Spring: G. E. McIntyre, 8605 Cameron St., JUniper 8-3222 (Del., D.C., Va., W. Va.)
Maryland, Silver Spring: R. D. Schumack, 8605 Cameron St., JUniper 8-3222 (Md.)
Missouri, Clayton 5: Gene A. Tyrer, 7730 Carondelet Ave., VOlunteer 3-6180 (Mo.)
Missouri, Kansas City 15: David W. Moran, 8325 Sagamore Rd. (Kans.)
North Carolina, Greensboro: Hazel C. Beasley, P. O. Box 7038, Phone 299-1631 (N. C., S. C.)
North Carolina, Greensboro: C. E. Gibson, P. O. Box 7038, Phone 299-1631 (N. C., S. C., Va.)
Ohio, Columbus 14: Dallas J. Myers, 292 E. Weisheimer Rd., AMherst 7-5152 (Ky.)
Tennessee, Chattanooga 3: Jack Rose, 871 McCallie Ave., AMherst 6-7097 (Tenn.)
Texas, Dallas 31: E. I. Haire, 6778 Greenville Ave., EMerson 8-1301 (Texas)
Texas, Dallas 31: D. K. Layne, 6778 Greenville Ave., EMerson 8-1301 (Okla., Texas)
Texas, Dallas 31: James Morris, 6778 Greenville Ave., EMerson 8-1301 (Texas)
Texas, Houston 27: Jim B. Allen, 3927 Essex La., Rm. 4, MOhawk 4-2471 (Texas)

DREIER BROTHERS, INC., 7301 Woodlawn Ave., Chicago 19, Ill.

DRIVER-HARRIS CO., 201 Middlesex St., Harrison 48, N. J.
Alabama, Birmingham: J. M. Tull Metal & Supply Co., 1301 25th Ave., N., FA 3-1612 (Ala.)
Florida, Jacksonville: J. M. Tull Metal & Supply Co., 5336 Highway Ave., EV 7-5561 (Fla.)
Florida, Miami: J. M. Tull Metal & Supply Co., 6201 N.W. 36th St., NE 5-0365 (S. Fla.)
Florida, Tampa: J. M. Tull Metal & Supply Co., 2736 E. Hanna Ave., Phone 3-6741 (Fla.)
Georgia, Atlanta: J. M. Tull Metal & Supply Co., 285 Marietta St., N.W., JA 5-3871 (Ga., N. C., S. C., Tenn.)
Illinois, Chicago 39: Driver-Harris Co., 5245 W. Diversey Ave., TUxedo 9-5626 (Ark., Kans., Mo.)
New Jersey, Harrison: Driver-Harris Co., 201 Middlesex St., HUmboldt 3-4800 (Del., D.C., Md., Va., W. Va.)
Ohio, Cleveland 3: Driver-Harris Co., 7016 Euclid Ave., ENdicott 1-0021 (Ky.)
Oklahoma, Tulsa 3: Metal Goods Corp., 302 N. Boston Ave., GI 7-4101 (Okla.)
Tennessee, Memphis 6: Metal Goods Corp., 1970 Latham St. (La., Miss.)
Texas, Dallas 35: Metal Goods Corp., 6211 Cedar Springs Rd., FL 1-3271 (Texas)

E. I. DU PONT DE NEMOURS & CO., Wilmington 98, Del.

E. I. DU PONT DE NEMOURS & CO., Elastomer Chemical Div., Wilmington 98, Del.

DUCTLESS HOOD CO., 601 Plandome Rd., Manhasset, N. Y.
Florida, Tampa: Charles B. Kehoe, 2916 San Isidro (Fla.)
Kentucky, Paducah: W. J. Jones Sales Co., Hillcrest Apartments No. 2 (Ark., Ky., Tenn.)
Michigan, Rockford: William Ehinger & Assoc., 5084 Natchez Ct. (W. Va.)
Missouri, University City: Alfred Lazarus, 1557 Moore Pl. (Kans., Mo., Okla.)
Pennsylvania, Norristown: W. Paul Bricker, 416 DeKalb St. (Del., D.C., Md., Va., W. Va.)

DUNCAN ELECTRIC CO., INC., 3rd St., Lafayette, Ind. (See advertisement on page 36)
Florida, Clearwater: David & Park Co., P. O. Box 1002, Phone 442-4488 (Fla., N. C., S. C.)
Georgia, Atlanta 19: The Gearhart Co., Gearhart Bldg., CEdar 3-4431 (Ala., Fla., Ga.)
Iowa, Keokuk: G. W. Loring, P. O. Box 72, Phone 524-4466 (Kans., Mo.)
Kansas, Prairie Village 15: Owen Hetzler, 5026 W. 72nd Ter., RAndolph 2-0362 (Ark., Kans., Miss., Okla.)
Kentucky, Bowling Green: R. W. Armstrong, 193 Audubon Dr., Phone 843-9146 (Ky., Tenn.)
Kentucky, Louisville 7: Hy-Line Equipment Co., 3934 Brookfield Ave., TWinbrook 5-3564 (Ky.)
Louisiana, Metairie: Gulf Sales Agency, 3207 Metairie Rd., VErnon 1-2691 (La., Miss.)
Maryland, Silver Spring: Ernest Hover, 1217 Highland Dr., JUniper 9-0166 (Del., Md., N. C., Va.)
Missouri, St. Louis 17: C. H. Douglas, 1110 S. Brentwood Blvd., PArkview 1-4424 (Mo.)
Missouri, Springfield: Ivan Boggs & Co., P. O. Box 2426, National Sta., UNiversity 5-2141 (Mo.)
New Jersey, Asbury Park: F. F. Rick, 501 Grand Ave., Rm. 407, PRospect 4-7718 (Del., D.C., Md.)
Ohio, Bedford: H. A. Green, 756 Washington St., BEdford 2-4393 (Va., W. Va.)
Oklahoma, Tulsa 3: C. B. Anderson Co., 712 Oil Capital Bldg., GIbson 7-1123 (Okla., Texas)
Pennsylvania, Camp Hill (Cumberland County): Kenneth Longshaw, 19 Circle Dr., REgent 7-8461 (Del., Md.)
Tennessee, Memphis 11: Joe W. Deming, 3800 Walnut Grove Rd., FAirfax 3-6528 (Tenn.)
Texas, Abilene: A. & A. Supply Co., P. O. Box 950, OR 4-4575 (Texas)
Texas, Dallas: W. J. Kerr, 301 N. Market St., Rm. 201, FLeetwood 2-8902 (La., Miss., Texas)

DUO-THERM DIV., Motor Wheel Corp., La Grange, Indiana
Florida, St. Petersburg 4: Thomas N. Fluharty, 1757 4th St., N., Phone 7-6944 (Fla., Ga., N. C., S. C., Va.)
Michigan, Lansing: Carl J. Beattie, 2215 Roberts La., IVanhoe 4-7667 (Del., D.C., Md., W. Va.)
Tennessee, Nashville: Fred L. Blank, 224 Hillwood Dr., AMherst 9-0738 (Ala., Ark., Ky., La., Miss., Tenn.)
Texas, Dallas: Theo Valjean, 8719 Gaston Pkwy., Apt. B, DAvis 1-6823 (Kans., Mo., Okla., Texas)

DUPLEX PRODUCTS CO., 17255 Stephens Dr., East Detroit, Mich.

DURA ELECTRIC LAMP CO., INC., 64 East Bigelow St., Newark 14, N. J.
Florida, Miami 42: Jules J. Dreyfuss' Sons, 1361 N.W. 23rd St., NE 5-0391 (Fla.)
Georgia, Atlanta 3: Jules J. Dreyfuss' Sons, 324 Peters St., S.W., MU 8-6886 (Ala., Ga., La., Miss., N. C., S. C., Tenn.)
Kansas, Shawnee Mission: Edward A. Pauler Co., 6839 Nall, P. O. Box 1124, RAndolph 2-0222 (Kans.)
Kentucky, Louisville 5: J. Louis Weyhing, 1914 Rutherford Ave. (Ky.)
Ohio, Cleveland: Popkin Bros., 1721 Superior Ave., MAin 1-1042 (W. Va.)
Pennsylvania, Philadelphia 6: William B. Bleiman & Sons, 252 N. 3rd St., MArket 7-0152 (Del., D.C., Md., Va.)
Texas, Richardson: Tom Harrison Co., P. O. Box 275, EMerson 8-3988 (Texas)

DURAY FLUORESCENT MFG. CO., 3318 W. Montrose Ave., Chicago 18, Ill.
Tennessee, Memphis: S. F. Hiller & Co., 278 S. Front St., Phone 5-5878 (Ala., Ark., Ga., La., Miss., Okla., Tenn.)

DURO-TEST CORP., 2321 Hudson Blvd., North Bergen, N. J.
Florida, Winter Park: H. C. Harris, 2218 Via Tuscany (Fla.)
Georgia, Atlanta 6: W. H. Dye, 1636 Berkeley La., N.E. (Ga., S. C.)
Maryland, Silver Spring: Marion F. Croom, 8103 Eastern Ave. (Del., D.C., Md., N. C.)
Missouri, Florissant: James F. Gresham, 1570 Ascot Ter. (Mo.)
Oklahoma, Tulsa: B. Bert Sherron, 2514 S. College Ave. (Kans., Okla.)
Tennessee, Knoxville: Lowell Kenneth Luton, 800 Whitehall Rd. (Tenn., Va., W. Va.)
Tennessee, Nashville: George E. Giles, 4609 Villa Green Dr. (Ala., Ky.)
Texas, Austin 3: S. Davis Polvogt, 5806 Timber Trail (Ark., La., Texas)

DYMO INDUSTRIES, INC., 2950 7th St., Berkeley 10, Calif.
Georgia, Decatur: Vern T. Tolleson, 1956 La Mesa La., BU 9-3897 (Ala., Ga., Tenn.)
Louisiana, Shreveport: Ed Wilkey, 456 Delaware, UNiversity 1-3179 (Ark., La., Miss.)
North Carolina, Salisbury: C. F. Lawrence Co., P. O. Box 545, 719 Victory St., MElrose 3-9527 (Del., D.C., Md., N. C., S. C., Va., W. Va.)
Texas, Dallas: John C. Tarvin, 9958 Parkford Dr., DIamond 8-3748 (Okla., N. Texas)
Texas, Houston 25: Ronald A. Larsen Co., 2414 W. Holcombe Blvd., MAdison 3-1914 (S. Texas)

E

E J S LIGHTING CORP., 921 E. Pico Blvd., Los Angeles 21, Calif.
Florida, Miami 35: Meyer Sales Service, 2726 W. Flagler St., CAnal 1-6190 (Fla.)
Georgia, Atlanta 9: Kennon & Johnson, 7 Camden Rd., N.E., TRinity 4-5566 (Ala., Ga.)
Kansas, Wichita: Walter Zimmerman, P. O. Box 3621, Munger Sta., MUrray 3-3161 (Kans., Mo., Okla.)
Louisiana, New Orleans 23: E. P. Jones, Jr., 374 Sauve Rd., Phone 729-7927 (La., S. Miss.)
North Carolina, Charlotte 7: James I. Schwarz, 4137 Pineview Rd., EMerson 6-1147 (N. C., S. C., Tenn.)
Ohio, Cincinnati 13: Barry Stoller, 6334 Montgomery Rd., CHerry 1-3522 (Ky., W. Va.)
Pennsylvania, Philadelphia 6: Ben Cohan, 309 Arch St., MArket 7-0427 (Del., D.C., Md.)
Pennsylvania, Philadelphia 6: Sam Cohan, 309 Arch St., MArket 7-0427 (Va.)
Tennessee, Memphis: Ross D. Thomas, 730 M & M Bldg., JAckson 7-2492 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 7: Gerry Damon, 2415 Converse St., MElrose 1-0278 (Texas)

EAGLE ELECTRIC MFG. CO., INC., 23-10 Bridge Plaza, S., Long Island City 1, N. Y.
Arizona, Phoenix: Southwestern Sales Co., 6218 W. Indianola, YE 7-1239 (Texas)
Florida, Miami: F. E. Hopper, 6130 S.W. 47th St., MOhawk 7-2677 (Ala., Fla., Ga., Miss., S. C.)
Missouri, University City 5: R. J. Keely, Jr., 7275 Princeton Ave., PArkview 7-7579 (Kans., Mo.)
Ohio, Cleveland 16: D. A. Stromberg, 18790 E. Shoreland (Rocky River) (Ky.)
Pennsylvania, Philadelphia 26: C. B. Miller, 6613 N. Gratz St., CApitol 4-2186 (Md., W. Va.)
Pennsylvania, Wynnewood: R. Gusky, 507 Rock Glen Dr. (Del., D.C., Md., Va.)
Texas, Dallas: J. M. Tuite, P. O. Box 28176, DAvis 7-4765 (Ark., La., Okla., Texas)

Virginia, Richmond 25: B. MacFadden, 8319 Whitewood Rd., ATlantic 2-6270 (N. C., S. C., Tenn., Va.)

EAGLE MFG. CO., 425 S. Turnbull Canyon Rd., City of Industry, Calif.
Missouri, Glendale 22: E. M. Sales Co., 83 Frederick La., WOodland 1-0171 (Kans., Mo.)
Texas, Richardson: B. F. Hooter, 702 Northill Dr., ADams 5-5885 (La., Okla., Texas)

EAGLE-PICHER CO., American Bldg., Cincinnati 1, Ohio

EARL LIGHT CORP., 15th & Gentry Sts., North Kansas City, Mo.

EASTERN FIXTURE CO., 170 Vernon St., Boston, Mass.

EASTERN LIGHTING PRODUCTS CORP., 15 Somers St., Brooklyn 30, N. Y.

EASTERN METAL OF ELMIRA, INC., 139 Grand Central Ave., Elmira Heights, N. Y.
Alabama, Mobile: John M. Warren, Box 7001
Delaware, Wilmington 3: Ralph Stoeckley Grubb, Delaview Ave.
Florida, Miami 35: Signal Assoc., Inc., 102 N. W. 22nd Ave.
Georgia, Atlanta 9: Osgood & Assoc., Inc., 988 Spring St., N.W.
Maryland, Silver Spring: Municipal Sales Co., Box 244
Missouri, Springfield: Ivan Boggs & Co., Box 2426, National Sta.
Nebraska, Omaha 2: Conrad R. Bangh, 525 W.O.W. Bldg., 14th Farnam St.
Oklahoma, Oklahoma City 16: Traffic Controls, Inc., Box 7702
Oklahoma, Oklahoma City: Utility Equip. Co., 5305 N. Santa Fe
Virginia, Arlington 7: Charles H. Russell, 4403 19th St., W.
West Virginia, Charleston: Industrial Safety Supply Co., 5518 MacCorkle Ave., S.E.

EASTERN SPECIALTY CO., 3617 N. 8th St., Philadelphia 40, Pa.
Florida, Clearwater: David & Park Co., P. O. Box 1002 (Fla., N. C., S. C.)
Georgia, Atlanta 19: The Gearhart Co., The Gearhart Bldg. (Ala., Ga.)
Louisiana, Metairie: Patton-Gulf Sales Agency, P. O. Box 5 (Ark., La., Miss., Tenn.)
Missouri, Springfield: Ivan Boggs Co., 1010 Normal (Kans., Mo.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St. (Okla.)
Pennsylvania, Philadelphia: Rumsey Electric Co., 1007 Arch St. (Del., D.C., Md., Va.)
Texas, Dallas 2: J. E. Rogers, 102 Thomas Bldg. (Texas)

EASTERN STAGE LIGHTING, INC., 10 W. Houston St., New York 12, N. Y.

EASY-HEAT, INC., 209 E. Michigan St., New Carlisle, Ind.
Georgia, Atlanta 5: C. G. "Mutt" Baker, 2990 N. Fulton Dr., N.E., CEdar 7-4560 (Ala., Fla., Ga., Miss., Tenn.)
Indiana, Indianapolis: Joseph Olinger & Assoc., 217 E. 34th St., WA 3-8094 (Ky.)
Missouri, Kansas City: L. S. Gershon & Son, 2316 McGee, VI 2-3171 (Kans., W. Mo., Okla.)
Missouri, St. Louis: C. F. Thomas Assoc., 4903 Delmar Blvd., FO 7-1481 (E. Mo.)
North Carolina, Charlotte 3: Engineered Equipment Sales, Inc., 311 W. Bland St., Phone 376-2695 (N. C., S. C., Va.)
Pennsylvania, Philadelphia 20: Isenberg & Thurlow, 635 N. 19th St., CE 2-0200 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 12: H. W. Groetzinger Co., 410 E. General Robinson St., AL 1-6280 (W. Va.)

EATON MFG. CO., Dynamatic Div., 3122 14th Ave., Kenosha, Wis.
Alabama, Birmingham 9: Eugene T. Sharley, P. O. Box 5987, TRemont 1-0064 (Ala., Fla., Tenn.)
Georgia, Atlanta: J. B. Frescoln, 716 Walton Bldg., JAckson 2-9546 (Fla., Ga.)
Louisiana, New Orleans 18: Culver Engrg. Sales Co., 3709 S. Carrollton Ave., Phone 486-1090 (La., Miss.)
Missouri, Maplewood 17: Automation Components, Inc., 2910 Sutton, MI 5-4732 (Mo.)
North Carolina, Charlotte 2: Electro-Motion Corporation, 2318 Arty Ave., Phone 334-5557 (N. C., S. C., Va.)
Oklahoma, Tulsa 12: Leo Johns, 1425½ S. Harvard, WE 6-3618 (Okla.)
South Carolina, Greenville: Jack Hopkins, 501 E. North St., CEdar 5-1152 (N. C., S. C., Va.)
Tennessee, Memphis 17: Jones & Sweany, Inc., 4711 Poplar Ave., MU 2-6655 (Ark., Miss., Tenn.)
Texas, Houston 2: Lynn Elliott Co., 371 M & M Bldg., CApital 4-9715 (Texas)
Virginia, Richmond 1: Herbert J. Baer, 304 E. Main St., MIlton 8-3090 (Va.)

EBERT ELECTRONICS CORP., 212-26 Jamaica Ave., Queens Village 28, N. Y.
Alabama, Gadsden: Ray Williamson Co., P. O. Box 28, LIberty 6-9340 (Ala., Fla., Ga., Tenn.)
Missouri, St. Louis 8: Engineered Electrical Sales, 4060 W. Pine St., OLive 2-4930 (Mo.)
Ohio, Cleveland Heights 18: Robert Stone & Assoc., P. O. Box 3534, ERieview 1-4484 (W. Va.)
Pennsylvania, Devon: Tyler Griffin Co., 32 S. Fairfield Rd., MUrray 8-4821 (Del., D.C., Md.)
Texas, Houston 19: Southwestern Controls, P. O. Box 22351, UNderwood 2-8874 (Texas)

ECONOMASTER SALES, INC., 705 Merritt St., P. O. Box 1136, Nashville, Tenn.

EDWARDS CO., INC., 90 Connecticut Ave., Norwalk, Conn. (See advertisement on page 93)
Alabama, Birmingham 9: M. J. Pennington, 305 Oxmoor Rd., TRemont 9-7426 (Ala., W. Fla.)
District of Columbia, Washington: C. L. Beaver, 1028 Connecticut Ave., N.W., ST 3-5737 (D.C.)
Florida, Fort Lauderdale: C. V. Dowds, P. O. Box A-533, Oakland Park, LOgan 6-9550 (S. Fla.)
Florida, Orlando: R. B. Shannon, 1204 E. Colonial, P. O. Box 6171, GArden 5-8520 (N. Fla.)
Georgia, Atlanta 13: W. P. Adams, 246 Simpson St., N.W., JAckson 3-2588 (Ga.)
Kansas, Mission: R. A. Goldrick, 5514 Johnson Dr., HEdrick 2-2602 (Kans., Mo.)
Kentucky, Louisville: F. X. Malloy, 660 Fifth St., Phone 584-6472 (Ky., W. Tenn.)
Louisiana, New Orleans 12: L. A. Day, 427 Carondelet St., Phone 523-1413 (La., S. Miss.)
Maryland, Baltimore: H. W. Morgan, 2301 N. Charles St., HOpkins 7-1981 (Del., Md.)
Missouri, St. Louis 8: R. L. Zell, Clark Bldg., Rm. 211-12-13, 3713 Washington Blvd., JEfferson 5-2260 (W. Ky., Mo.)
North Carolina, Greensboro: D. L. Rodgers, 4200 Halifax St., CYpress 9-3906 (N. C.)
Ohio, Cincinnati: J. M. Williams, 1553 Cedar Ave., LIberty 2-2400 (Southern W. Va.)
Oklahoma, Oklahoma City 14: R. McKnight, 1329 N.W. 91st St., P. O. Box 8786, VI 2-8118 (Okla.)
Pennsylvania, Pittsburgh: R. J. Doherty, One Parkway Center, 875 Greentree Rd., WAlnut 1-1220 (Northern W. Va.)
South Carolina, Columbia: R. J. Kohler, Forrest Lake Shopping Center, Bldg. 18, SUnset 7-0972 (N.E. Ga., S. C.)
Tennessee, Memphis 4: E. C. Williams, 642 S. Cooper St., HR 6-5998 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 15: W. Snoots, 2515 Clarence St., HAmilton 8-5108 (W. La., N.E. Texas)
Texas, Houston 4: T. Broussard, 4201 Caroline St., JAckson 6-3093 (S. Texas)
Texas, Lubbock: W. S. Strader, 810 Avenue S., POrter 8-0516 (N.W. Texas)
Virginia, Richmond: W. E. Epperson, 1103 E. Main St., MIlton 3-2126 (Va.)

EDWARDS ENGINEERING CORP., 101 Alexander Ave., Pompton Plains, N. J.
Florida, Jacksonville: Mechanical Sales Co., 624 W. Bay St., P. O. Box 2001, ELgin 3-4492 (N. Fla.)
Georgia, Atlanta 3: John W. Parker & Assoc., 815 Bona Allen Bldg., JAckson 4-3643 (Ga.)
Indiana, Boonville: William E. Willis, Box 400, Phone 529 or 1369 (W. Ky.)
Louisiana, Shreveport: Johnson-Jones Engrg. Co., Box 304, Phone 8-7898 (S.W. Ark., N. La., N.E. Texas)
Maryland, Lutherville: Frank Harbin, Broadway Rd., Box 329, CL 2-3200 (S. Del., Md., Va.)
Missouri, Kansas City: Joseph R. Hartmeier, 443 Marsh Ave., HU 3-8832 (Kans., W. Mo.)
Missouri, St. Louis 21: William J. Bagley, 1332 Willingham Dr., JAckson 4-4033 (E. Mo.)
North Carolina, Mooresville: C. E. Morrow, P. O. Box 484, NOrth 2-2253 (N. C.)
Ohio, Cincinnati: Harry Wright, Jr. & Assoc., 8400 Wicklaw, CH 1-1928 (Ky.)
Ohio, Lima: R. C. Nye, Harry Wright, Jr. & Assoc., Box 201, CA 3-4871 (E. Ky., Western W. Va.)
Oklahoma, Oklahoma City: Cliff Lindsey, Engineered Mechanical Equip. Co., 811 N. Virginia, CE 2-8769 (Okla., Texas)
Pennsylvania, Penn Hills (Pittsburgh) 35: John T. Deane, 176 Spring Grove Rd., CH 2-2353 (East W. Va.)
South Carolina, Charleston: Southern Oil Burner, 2111 Heriot St., Phone 2-8414 & 2-3911 (S. C.)
Texas, Corpus Christi: Harry Samuels, Airtrol Supply, Inc., 2701 Agnes St., TUrner 2-8897 (S. Texas)
Texas, Fort Worth: John P. Sullivan, Walter A. Lamb Co., 3228 W. 6th St., P. O. Box 266, ED 6-3729 or Phone Dallas, Tex., AN 2-3883 (N. Texas)
Texas, Houston 6: R. Bruce Carter, Jr., 1635 Richmond Ave., JAckson 8-0539 (S.E. Texas)
Texas, San Antonio: J. D. Holland, Holland Equip. Co., 335 Moore Bldg., CApital 3-6216 (Texas)
Virginia, Springfield: E. A. Booton, 6300 Ruskin, Box 291, EL 4-1631 (D.C., N. Va.)

EFFICIENCY ELECTRIC & MFG. CO., P. O. Box 30, East Palestine, Ohio
Pennsylvania, Philadelphia 4: H. R. Hopkins, 3513 Lancaster Ave., EVergreen 2-0535 (D.C., Md., Va.)
Pennsylvania, Pittsburgh 36: W. S. Richardson, 90 Clairton Blvd., TUxedo 4-0325 (W. Va.)

EISLER TRANSFORMER CO., INC., 16 N. Salem St., Dover, N. J.

ELASTIC STOP NUT CORP. OF AMERICA, 2330 Vauxhall Rd., Union, N. J.

ELECTREND PRODUCTS CORP., P. O. Box 110, St. Joseph, Mich.
Florida, Clearwater: J. J. Galleher Co., 617-A Cleveland St., P. O. Box 1376, Phone 446-7706 (Fla.)
Georgia, Atlanta: Applebee-Church, Inc., 1958-A Monroe Dr., N.E., P. O. Box 13485, Sta. K, TRinity 5-7244 (Ga.)
Kansas, Wichita 11: Conrow Co., 695 George Washington Blvd., AMherst 2-5647 (Kans.)
Maryland, Baltimore 18: Paul V. Renoff Co., 333 E. 25th St., HOpkins 7-3280 (Md.)
Missouri, Kansas City 8: Conrow Co., 2522 Summit St., VIctor 2-3306 (Mo.)
Missouri, St. Louis 1: C. B. Fall Co., 317 N. 11th St., CHestnut 1-2433 (Mo.)
North Carolina, Charlotte 2: Ranson, Wallace & Co., 116½ E. Fourth St., EDison 4-4244 or FRanklin 5-1044 (N. C.)
Tennessee, Chattanooga 1: H. R. Miles & Assoc., P. O. Box 172, AMherst 5-3862 (Tenn.)
Tennessee, Nashville 4: H. R. Miles & Assoc., 2500-B Franklin Rd., CYpress 2-7015 (Tenn.)
Texas, Dallas 26: L. R. Ward Co., 3009-11 Canton St., RIverside 8-9004 (Texas)
Texas, Houston 3: L. R. Ward Co., 2219 McKinney Ave., CApitol 5-0356 (Texas)
Virginia, Richmond 26: Ranson, Wallace & Co., Westhampton Sta., P. O. Box 8762, ATlantic 8-8758 (Va.)

ELECTRIC AUTO-LITE CO., General Products Group, P. O. Box 931, Toledo 1, Ohio
Texas, Fort Worth: S. L. Palmer, Rm. 212, Welborn Bldg., Lancaster at Lake St., EDison 6-8636 (Okla., Texas)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

ELECTRIC CONTROLS, INC., Swan Island, Portland 11, Ore.
(See Mears Electric Circuit Breakers, Inc.)

ELECTRIC DISTRIBUTION PRODUCTS, INC., 2200 31st St., S.W., Allentown, Pa.
Alabama, Birmingham 9: Eugene T. Sharley, Box 5987, Homewood Sta., TRemont 1-0064 (Ala., E. Tenn.)
Florida, Tampa 9: A. L. Horton, Jr., P. O. Box 10537, 3421 SanJose St., Phone 8-1998 (Fla.)
Georgia, Decatur: William R. Shook, 522 N. McDonough St., DRake 3-9611 (Ga.)
Indiana, Indianapolis 7: Clifford Engrg. & Sales Co., 1801 W. 18th St., MElrose 6-4411 (W. Ky.)
Kansas, Shawnee: R. L. Browne Co., 5817½ Nieman Rd., MElrose 1-9011 (Kans., W. Mo.)
Louisiana, New Orleans 12: Gregory-Salisbury Co., 820 Julia St., TUlane 5207 (Ala., Ark., La., Miss., W. Tenn.)
Missouri, St. Louis 8: Lloyd A. Bowman, 4060 W. Pine St., OLive 2-4930 (E. Mo.)
North Carolina, Charlotte 4: R. W. Chapman & Co., 1508 E. Fourth St., P. O. Box 4230 (N. C., S. C.)
Ohio, Cincinnati 43: Jim Hasselbach, 7010 Miami Ave., Box 582, LO 1-6616 (E. Ky.)
Pennsylvania, Emmaus: L. H. Jones Co., P. O. Box 92 (Phone Philadelphia, Pa., LOcust 7-0886) (Del., D.C., Md.)
Pennsylvania, Murrysville: Porter Electrical Sales Co., P. O. Box 188, DRexel 2-5000 (W. Va.)
Texas, Dallas 1: H. L. Renking, 2017 Fidelity Union Tower Bldg., RIverside 8-6691 (Okla.)
Texas, Houston 27: Bell & Bell Co., 3815 Richmond Ave., MO 7-9644 (Texas)
Virginia, Richmond 20: Robert W. Fishburne, 1725 Arlington Rd., ELgin 5-6537 (Va.)

ELECTRIC EQUIPMENT CO., 2473 Sherman Ave., Washington, D.C.

ELECTRIC HEATING CORP., 1139 West Sixth St., Austin 3, Tex.

ELECTRIC MACHINERY MFG. CO., 800 Central Ave., Minneapolis 13, Minn.
Alabama, Birmingham 4: H. B. Hanson, Jr., 700 8th Ter., W., FAirfax 2-6511 (Ala., Fla.)
District of Columbia, Washington 6: R. K. Kyle & R. J. Fox, 1627 K St., N.W., NAtional 8-9238 (D.C., Md.)
Florida, Tampa 9: A. L. Horton, P. O. Box 10537, Phone 62-8111 (Fla.)
Georgia, Decatur: W. R. Shook, P. O. Box 4004, Phone 363-9611 (Fla., Ga.)
Kansas, Mission: D. P. Hesler, A. H. Hesler, W. W. Hesler, H. P. Hesler, 203 Muntzel-Keach Bldg., P. O. Box 316 (Phone Kansas City, Mo., RAndolph 2-3800) (Kans.)
Louisiana, New Orleans 15: A. W. Betz, W. E. Williams, A. J. Wallace, 1719 Toledano St., P. O. Box 5197, TWinbrook 5-8691 (La., Miss.)
Maryland, Baltimore 18: P. V. Renoff, G. J. Schuler, 333 E. 25th St., HOpkins 7-3280, HOpkins 7-0914 (Del., Md.)
Missouri, St. Louis 8: G. N. Harris, 4778 Lindell Blvd., OLive 2-2222 (Mo.)
North Carolina, Charlotte 2: R. Ranson & G. Wallace, Jr., 116½ E. 4th St., EDison 4-4244, FRanklin 5-1044 (N. C., S. C.)
Oklahoma, Tulsa 1: R. F. Riddle & L. W. Hubbell, P. O. Box 727, LUther 5-5624 (Okla.)
Tennessee, Knoxville: J. G. Pettyjohn, J. G. Pettyjohn, Jr., P. O. Box 395, Phone 532-0111 (Tenn.)
Texas, Beaumont: M. G. LaPorte, Jr., 1050 Railroad, P. O. Box 4093, TErminal 3-2679 (Texas)
Texas, Corpus Christi: W. S. Bailey, 643 Northport Ave., P. O. Box 463, TUlip 2-9451 (Texas)
Texas, Dallas 1: H. L. Renking & H. S. Potwin, 2017 Fidelity Union Tower Bldg., RIverside 8-6691 (Ark., La., Miss., Tenn., Texas)
Texas, El Paso: R. R. Hynes & M. J. McFadden, P. O. Box 5384, PRospect 2-3233 (Texas)
Texas, Houston 1: L. J. Wallace & G. R. Glass, P. O. Box 1724, CApitol 5-6661 (Texas)
Virginia, Richmond 1: H. J. Baer, P. O. Box 131, Milton 8-3090 (Va.)
West Virginia, Bluefield: J. R. Cameron, P. O. Box 647, DAvenport 7-7938 (Ky., Va., W. Va.)

ELECTRIC PRODUCTS CO., 1725 Clarkstone Rd., Cleveland 12, Ohio
Alabama, Birmingham 13: Thomas Engineers, 108 N. 23rd St., P. O. Box 7651, TRemont 9-3830 (Ala., Miss.)
Arkansas, West Memphis: Jones-Philibert & Co., Inc., 1113 Spears St., REgent 5-3017 (Ark., Tenn.)
Louisiana, New Orleans 23: Jones-Philibert & Co., Inc., 358 Sauve Rd., KEnner 4-6471 (Ark., La., Miss.)
Missouri, St. Louis 10: C. O. Leaver Co., 4030 Chouteau Ave., JEfferson 1-2040 (Mo.)
Oklahoma, Tulsa 14: Vernon H. Peterson, 3216 E. 21st St., P. O. Box 4653, WEbster 9-0290 (Okla.)
Texas, Dallas 6: General Power Equipment Co., 5527 Dyer St., EMerson 8-4655 (Texas)

ELECTRIC SERVICE MFG. CO., 17th & Cambria Sts., Philadelphia 32, Pa.

ELECTRIC SERVICE WORKS, Delta-Star Electric Div., H. K. Porter Co., Inc., 2437 Fulton St., Chicago 12, Ill.
(See Delta-Star Electric Div.)

ELECTRIC SOLDERING IRON CO., INC., 1845 W. Elm St., Deep River, Conn.

ELECTRIC STORAGE BATTERY CO., Rising Sun & Adams Avenues, Philadelphia 20, Pa.

ELECTRIC TIME CO., INC., 16 Union St., Natick, Mass.
Florida, Oakland Park: Shannon Assoc., P. O. Box A533 (Phone Pompano Beach, WEbster 3-6130) (Fla.)
Florida, Orlando: Shannon Assoc., P. O. Box 6171, GArden 5-8520 (Fla.)
Georgia, Atlanta 3: Biglin Assoc., Inc., 177 Harris St., N.W., JAckson 4-1761 (Ala., Ga., N. C., S. C., Tenn.)
Illinois, Murphysboro: W. Dean Smysor, P. O. Box 58 (Kans., Mo.)
Kansas, Shawnee: R. L. Browne Co., 5817½ Nieman Rd., MElrose 1-9011 (Kans., Mo.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., Inc., 2621 Highland Rd., DIckens 2-2873 (La.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ala., Fla., La., Miss.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, P. O. Box 9767, EM 2-1671 (La., Miss.)
Oklahoma, Oklahoma City: Snoots-Wood Co., P. O. Box 8786, TRinity 8-3336 (Ark., Okla.)
Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E., WH 8-0496 (Miss., Tenn.)
Texas, Dallas 2: Snoots-Wood Co., 2nd Unit, Santa Fe Bldg., PRospect 8211 (Ark., La., Texas)
Texas, Lubbock: Snoots-Wood Co., 810 Avenue S, POrter 3-0516 (Texas)
Virginia, Richmond: W. Ed. Epperson, 1103 E. Main St., MIlton 3-2126 (Va.)

ELECTRIC TUBULAR PRODUCTS, INC., 74-16 Grand Ave., Maspeth, N. Y. (See advertisement on page 90)
Colorado, Denver 4: Allen B. Carpenter Co., 1314 Wazee St., KEystone 4-0283 (W. Texas)
Florida, Miami: Ben Parker (Electra), 3150 N.W. 40th St., NEwton 3-6379 (Fla.)
Georgia, Atlanta: I. Arnold Hoge, 489 Overbrook Dr., N.W., TRinity 4-8024 (Ala., Ga.)
Louisiana, New Orleans 16: Fred C. Baldridge Co., 525 Godchaux Bldg., JAckson 5-9258 (La., Miss.)
Missouri, St. Louis 4: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (Ky., Mo., Tenn.)
Pennsylvania, Philadelphia 26: Albert Cherry, Melrose Park, CApital 4-1187 (Del., Md., Va.)
Texas, Houston 1: Brenner Electrical Sales, P. O. Box 51, 305 Velasco, CA 5-0766 (Okla., Texas)
Virginia, Richmond 26: Hugh T. Snapp, 600 Horsepen Rd., ATlantic 2-5068 (Va.)

ELECTRICAL ENGINEERS EQUIPMENT CO., 25th Ave. & Division St., MElrose Park, Ill.

ELECTRICAL FITTINGS CORP., 123 Smith St., East Farmingdale, N. Y. (See advertisement on page 79)
Alabama, Birmingham 9: William F. Bishop, c/o W. Royce Brogdon, 2248 Pine Crest Dr. (Ala.)
Arkansas, Little Rock: Chester R. Lloyd, c/o Percy Williams, 2519 Ringo St. (Ark.)
Florida, Tampa: Graham P. Dowling, 2101 2nd Ave., TAmpa 4-5749 (Fla.)
Georgia, Atlanta 3: William F. Bishop, 203 Walker St., S.W., JAckson 4-8468 (Ga.)
Kentucky, Louisville: L. P. Chick & Co., 1551-55 S. 10th St., MElrose 5-7911 (Ky.)
Louisiana, New Orleans 13: Chester R. Lloyd, 1031 Magazine St., JAckson 5-5226 (La., Miss.)
Maryland, Baltimore 2: Charles E. Esposite, 501 E. Monument St., LExington 9-4021 (Del., D.C., Md.)
Missouri, Kansas City 5: E. L. Polsinelli Co., 210 W. 8th St., VIctor 2-7105 (Kans., Mo.)
Missouri, St. Louis 9: Ralph Drenkhahn, 5932 Nagel, CHestnut 1-4350 (Mo.)
North Carolina, Charlotte 8: E. F. Lombardi & Co., P. O. Box 8121, EXpress 9-0425 (N. C., S. C.)
Ohio, Cleveland 14: Popkin Brothers, c/o Phil Lee, 1440 W. 10th St., MAin 1-1042 (W. Va.)
Tennessee, Nashville: Matthews & Brokaw, 714 Allison St., CHapel 2-7711 (Tenn.)
Texas, Houston 1: W. L. Clinton, P. O. Box 2964, FAirfax 3-2701 (Okla., Texas)
Virginia, Norfolk: E. F. Lombardi & Co., c/o Joseph W. Cook, 1565 Halstead Ave. (Va.)

ELECTRICAL MFG. CO., Battle Creek, Mich.

ELECTRICAL TESTING LABORATORIES, INC., 2 E. End Ave., New York 21, N. Y.

ELECTRICAL UTILITIES CO., 2427 St. Vincents Ave., LaSalle, Ill.
Arkansas, Pine Bluff: Williamson Sales Co., JEfferson 4-2530 (Ark., Tenn.)
Florida, Lake Wales: Carter-Moody Agency, P. O. Box 512, Phone 2-5291 (Fla.)
Florida, St. Petersburg: Carter-Moody Agency, 3317 Bayshore Blvd., ORange 1-5473 (Fla.)
Florida, Tallahassee: Carter-Moody Agency, 1707 N. Monroe St., Phone 3-3352 (Fla.)
Florida, Tampa: Carter-Moody Agency, 5011 Longfellow Ave., Phone 837-7951 (Fla.)
Louisiana, Shreveport: Williamson Sales Co., Phone 424-6638 (La., Miss.)
Missouri, Kansas City: Williams & McKinley Sales Co., FL 6-5700 (Kans., Mo.)
New Jersey, Camden: Adley Corp., WOodlawn 4-9533 (Md., Del., D.C., Va.)
North Carolina, Cary: Campbell & Woods Agency, HOpkins 7-2151 (N. C., S. C.)
Oklahoma, Tulsa: John Elder Co., DIamond 3-9149 (Okla.)
Texas, Dallas: Williamson Sales Co., RIverside 1-5831 (N. Texas)
Texas, Houston: Williamson Sales Co., WAlnut 1-2156 (S. Texas)

ELECTRI-FLEX CO., 7 S. Roselle Rd., Roselle, Ill.
District of Columbia, Washington 7: James P. Quick, 2514 "K" St., N.W., Rm. 24, P. O. Box 3613, FEderal 2-2110 (D.C., Md.)
Georgia, Atlanta 18: Hopper & McCoy, 870 Northside Dr., N.W., TRinity 2-5803 (Ala., Ga., Miss., S. C., Tenn.)
Florida, Miami: James & Assoc., 7545 N.W. 26th Ave., OXford 6-0611 (Fla.)
Indiana, Indianapolis 7: A. Lee Clifford & Co., 1801 W. 18th St., MElrose 6-4411 (Ky., Tenn.)
Missouri, Kansas City: Parkins & Bretz Co., 500 V. F. W. Bldg., VAlentine 1-6011 (Kans., Mo., Okla.)
North Carolina, Greensboro: Barber-Ayers & Assoc., P. O. Box 570, 826 Goldsboro St., BRoadway 3-9108 (N. C., S. C.)
Pennsylvania, Chester Springs: L. C. Conover Assoc., Chestnut Hill 8-1828 (Del.)
Pennsylvania, Pittsburgh 9: Crescent Sales Co., Inc., 4880 McKnight Rd. (Phone Pittsburgh, Pa., FOrest 4-3700) (Md., W. Va.)
Texas, Dallas: Burrus & Matthews, 2810 Canton St., RIverside 1-6241 (Ark., Texas)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CApital 7-4173 (Ark., La., Texas)
Virginia, Richmond 20: Lewis J. Crews, 1725 Arlington Rd., ELgin 3-2273 (Va.)

ELECTRIGLAS CORP., Bergenfield, N. J.

ELECTRO COMPOUND CO., 4145 W. 150th St., P. O. Box 8604, Cleveland 35, Ohio (See advertisement on page 218)
Alabama, Birmingham 3: Gene Johnson Co., 2115 First Ave., S., FAirfax 4-1960 (Ala., Fla., Tenn.)

Ohio, Greenfield: K. W. Wahlstrom, Route 3 (Ark., Miss.)
Florida, Fort Lauderdale: W. T. Evans & Assoc., 511 Evanston Circle, P. O. Box 8532, LU 3-2878 (Fla.)
New Jersey, Ridgewood: J. R. Speich, Jr., 267 Prospect Ave. (Del., D.C., Md., Va.)
Tennessee, Knoxville: Jim Hash & Co., 38 Jomandowa La., Phone 8-5805 (N. C., S. C.)
Texas, Houston 1: Brenner Electrical Sales, 305 Velasco, P. O. Box 51, CApitol 2-7422 (La., Okla., Texas)

ELECTRO DYNAMIC DIV., General Dynamics Corp., 163 Ave. A, Bayonne, N. J.

ELECTRO LIGHTING CORP., 1536 S. Paulina St., Chicago 8, Ill.
Alabama, Birmingham: Ernest C. Winfree, Jr., 3205 2nd Ave., S., P. O. Box 1746, FAirfax 2-9052 (Ala.)
District of Columbia, Washington: James H. Hale Co., 1739 Connecticut Ave., N.W., NOrth 7-7200 (D.C., Md.)
Florida, St. Petersburg: Ted Haish, 450 24th Ave., N., Phone 7-3719 (Fla.)
Georgia, Decatur: W. H. Newman, 1663 Carter Rd., P. O. Box 524, Phone 289-2220 (Ga.)
Louisiana, New Orleans: O. E. Barron, 621 Commercial Pl., JAckson 2-3101 (La., Miss.)
North Carolina, Greensboro: E. T. Oliver, 601 N. Elm St., P. O. Box 2787, BRoadway 2-5618 or BRoadway 2-5619 (N. C., S. C.)
Ohio, Columbus: Bush-Springer & Assoc., 1286 W. Lane Ave., P. O. Box 5796, HUdson 8-6343 (Ky., W. Va.)
Pennsylvania, King of Prussia: J. B. Derr Assoc., Valley Forge Center, 105 Town Ctr. Rd., Phone 265-0515 (Del.)
Tennessee, Nashville: Virgil Parks, 504 Crieve Rd., P. O. Box 9262, VErnon 2-5724 (Tenn.)
Texas, Dallas 6: Traweek-Healy & Assoc., 5523 Dyer St., EMerson 8-3942 (Okla., Texas)
Virginia, Richmond 19: L. W. Roberts Co., 530 E. Main St., Milton 8-2214 (Va.)

ELECTRO MACHINES, INC., Cedarburg, Wis.

ELECTRO RAY MFG. CO., 8310 N.E. Hwy 99, Vancouver, Wash.
Georgia, Atlanta 5: Verlyn H. Branham, 3181 F. Roswell Rd., N.W., CE 3-1658 (Ala., Ga., Tenn.)
Maryland, Baltimore 2: A. D. Wilson Co., 508 St. Paul St., SAratoga 73-1424 (Md., Va.)
South Carolina, Columbia: B. W. Kirby, 3615 Verner St., SU 7-2957 (N. C., S. C., Va.)

ELECTRO SOLID CONTROLS, INC., 8001 Bloomington Freeway, Minneapolis 20, Minn.
Arkansas, Little Rock: Jack Greene & Co., P. O. Box 2591, MO 4-2696 (Ark.)
Florida, Fort Lauderdale: Thomas A. Marshall & Assoc., P. O. 4616, Sunrise, LO 4-2235 or LO 6-5723 (Fla.)
Georgia, Atlanta 9: J. J. Perry, Jr. & Assoc., 45 11th St., N.E., Phone 875-4848 (Ala., Ga., Tenn.)
Louisiana, Metairie: Allen M. Kahoe, 8849 25th St., Phone 729-8643 (La., Miss.)
Maryland, Chevy Chase 15: E. I. Dinsmore, 4109 Rosemary St., OL 4-4700 or OL 4-1023 (D. C., Md.)
Missouri, Kansas City 5: Ewert Sales Engrg. Co., 1415 Pennsylvania Ave., VI 2-1918 (Kans.)
Missouri, St. Louis 23: C. C. Koerner, 6932 Ravenscroft Ave., PL 2-9911 (Mo.)
New Jersey, Freehold: H. L. Sykes, P. O. Box 48, HO 20-1350 or HO 20-1351 (Del.)
Ohio, Terrace Park: Jerry J. Uchtman, 620 Marietta Ave. (Ky.)
Pennsylvania, Pittsburg: Hawn & Stear, Inc., 2666 W. Liberty Ave., LO 3-4421 or LO 3-4422 (W. Va.)
South Carolina, Lexington: Gerald H. Preacher, 116 N. Church St., Box 517, EL 9-6642 (S. C.)
Texas, Dallas 6: Traweek-Healy & Assoc., 5523 Dyer St., EM 8-3942 or EM 8-5658 (Texas)
Virginia, Richmond 20: Paul Mayo, Jr., P. O. Box 5330, MI 3-7561 (N. C., Va.)

ELECTRO THERM, INC., 10 East 39th St., New York, N. Y.

ELECTROLINE CO., 4121 S. LaSalle St., Chicago 9, Ill.

ELECTROLINE SALES CO., 2622 E. 51st St., Cleveland 4, Ohio

ELECTROMATIC INDUSTRIES, 300 Taft Rd., Hollywood, Fla.

ELECTROMODE, Div of Commerical Controls Corp., 570 Culver Rd., P. O. Box 1052, Rochester 3, N. Y. (See advertisement on page 7)
Florida, Miami: Meyer Sales Service, Inc., 2726 W. Flagler St., Highlands 3-9418 (Fla., Ga.)
Georgia, Tucker: Phillip L. Kamerer, 1491 Vancouver Dr., Route 2, Phone 443-4193 (Ala., Fla., Ga.)
Indiana, Fort Wayne: E. William Pape, 6825 Kingswood Blvd., Route 6, SHerwood 2923 (Ky.)
Maryland, Baltimore 15: Frank S. Grott, 4012 Pinkney Rd., HOpkins 7-1078 (Del., D.C., Md., Va.)
Missouri, St. Louis: E. G. Sommerlath, 2747 Olive St., JEfferson 1-7000 (Kans., Mo.)
North Carolina, Charlotte: Robert L. Smith, 7111 Folger Dr., Phone 366-5924 (N. C., S. C., Va.)
Ohio, Cleveland 21: Handel-Davies Co., 2626 Noble Rd., EVergreen 2-2600 (W. Va.)
Oklahoma, Oklahoma City: Mark K. Hartman, 4411 N. Miller St., WIndsor 6-7336 (Ark.)
Pennsylvania, Pennside, Reading: P. A. Dieffenbach Sales Co., 505 Carsonia Ave., FRanklin 6-1258 (Del.)
Tennessee, Chattanooga 1: Craig-Owen Co., 306 E. 11th St., AMherst 6-4793 (Ala., Ky., Miss., Tenn., Va.)
Texas, Houston 6: A. V. Lamb & Co., 3274 Branard, Suite 11, JAckson 8-0063 (La., Okla., Texas)

ELECTRO-MOTIVE DIV., General Motors Corp., LaGrange, Ill.
Florida, Jacksonville 3: M. C. Warren, P. O. Drawer O, POplar 5-1611 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Illinois, LaGrange: G. C. Mulick, HUnter 5-7000 (Ark., Kans., Ky., La., Miss., Mo., Okla., Texas)
New York, New York 17: J. F. Greenip, Suite 3317, 230 Park Ave., Murray Hill 6-2315 (D. C., Va.)
New York, New York 17: A. A. Michels, 230 Park Ave., Suite 3317, Murray Hill 6-2315 (Del., Md., W. Va.)

ELECTRONICS CORP. OF AMERICA, Photoswitch Div., 1 Memorial Dr., Cambridge 42, Mass.

ELECTROSNAP CORP., 4218-30 W. Lake St., Chicago, 24, Ill.

ELECTROVECTOR, INC., 475 Flushing Ave., Brooklyn 5, N. Y.

ELECTROVENT FAN & MFG. CO., 812 W. Lake St., Chicago 7, Ill.

ELECTROVERT, INC., 124 E. 40th St., New York 16, N. Y.
Florida, Fort Lauderdale: W. Chester Smith, 207 E. Broward Blvd., JA 4-7172 (Fla.)
Maryland, Lutherville: H. W. Sutphin, 7205 Charles St., VA 5-1599 (Del., D.C., Md., Va.)
Missouri, St. Louis 30: Engineering Services Co., 6717 Vernon Ave., PA 6-2233 (Kans., Mo.)
New Jersey, Mountain Lakes: J. P. Dearie Co., P. O. Box 66, DE 4-4848 (Md., Va., W. Va.)
North Carolina, Greensboro: G. F. Schiffer & Co., 1013 Huffman St., BR 3-5578 and OR 4-5783 (N. C., S. C.)
Ohio, Cleveland 6: Joseph B. Clough Co., 12417 Cedar Rd., ER 1-3322 (Ky.)
Texas, Dallas 35: J. Earl Smith Co., P. O. Box 35331, Airlawn Sta., FL 7-1727 (Ark., La., Okla., Texas)

ELGO SHUTTER & MFG. CO., 2738 W. Warren Ave., Detroit 8, Mich.
Alabama, Birmingham 5: George F. Wheelock Co., 3017-25 S. Second Ave. (Ala.)
Delaware, Wilmington: Bell Supply Co., 213 W. 44th St. (Del.)
Florida, Gulfport 7: Charles H. McKnight, Jr., 5810 21st Ave., S. (Fla.)
Florida, Miami: Hill Fan Co., 3397 N.W. Sixty Seventh St. (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)
Florida, Orlando: Baker Bros., P. O. Box 1791 (Fla.)
Georgia, Atlanta 13: The Commagere Assoc., 157 Simpson St. (Ga.)
Georgia, Macon: Aaron Troch & Sons, Inc., 452 First St.
Georgia, Macon: Air-Rite Products Co., 452 First St.
Iowa, Davenport: Deco Engineering Products, 320 Western Ave. (Kans., Mo.)
Iowa, Des Moines: Deco Engrg. Products, 1112 Locust St. (Kans., Mo.)
Louisiana, New Orleans: Reed Unit-Fans, Inc., 1001 St. Charles St., P. O. Box 19466 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)
North Carolina, Charlotte 1: Industrialaire Co., 1600 Hutchinson Ave. (N. C.)
North Carolina, Raleigh: Gene W. Hewitt, P. O. Box 10513 (N. C.)
Tennessee, Johnson City: Lancaster Assoc., (Tenn.)
Texas, San Antonio 12: L. S. Pawkett & Co., P. O. Box 8057 (Texas)

ELIZA METAL PRODUCTS CO., P. O. Box 408, Bridgeville, Pa.
(Request inquiries sent to address given)

ELLIOTT CO., Jeanette, Pa.
Alabama, Birmingham: General Machinery Co., 1600 2nd Ave., S., ALpine 1-9243 (Ala.)
Delaware, Wilmington 3: F. J. Spitz, 2011 Concord Pike, OLympia 5-4826 (Del., E. Md.)
District of Columbia, Washington 1: J. R. Phillips, 1001 Washington Gas Light Bldg., 740 11th St., N.W., REpublic 7-3411 (D.C., Md., N.E. N. C., E. Va., N.E. W. Va.)
Florida, Tampa 2: M. A. Sarris, 308 Tampa St., TAmpa 2-1167 (Fla.)
Georgia, Atlanta 9: F. L. Humphrey, 2015 Peachtree Rd., N.W., Phone 875-9653 (Ala., W. Fla., Ga., N. La., N. Miss., W. N. C., E. Tenn.)
Louisiana, New Orleans 13: G. C. Bayles, 256 Lee Circle Bldg., JAckson 5-2662 (S. La., S. Miss.)
Missouri, Kansas City 14: N. W. Frank, 514 W. 75th St., DElmar 3-2688 (W. Mo.)
Missouri, St. Louis 3: H. W. Honefenger, 1221 Locust St., CHestnut 1-6413 (E. Ark., W. Ky., E. Mo., W. Tenn.)
North Carolina, Charlotte 3: E. F. Downey, 2505 South Blvd., Phone 523-3707 (E. N. C.)
Ohio, Cincinnati 6: R. V. Thayer, 1501 Madison Rd., Phone 221-2035 (Ky., Western Va.)
Oklahoma, Tulsa 14: J. N. McClure, 3621 S. Harvard, Ranch Acres Sta., RIverside 3-6241 (W. Ark., Okla., N. Texas)
Pennsylvania, Pittsburgh 19: S. W. Crisman, 718 Frick Bldg., ATlantic 1-5000 (N.W. Md., W. Va.)
Texas, Dallas 6: J. H. Kennedy, 5738 N. Central Expressway, TAylor 4-8119 (S.W. Ark., Texas)
Texas, Houston 27: G. J. Greaney, 4226 Richmond Ave., P. O. Box 22231, MOhawk 6-0391 (S.W. La., Texas)

ELLIOTT ELECTRIC MANUFACTURING CORP., 50-30 98th St., Corona 68, N. Y. (See advertisement on page 222)
Florida, Pompano Beach: Ray Siegal Co., 1510 S.E. 13th Ave., WE 3-6866 (Fla.)
Georgia, Atlanta 3: Berry-Elsberry Co., Inc., 47 Alabama St., S.W., JAckson 2-2563 (Ala., Ga., Miss., Tenn.)
Maryland, Baltimore: Henry P. Lennon, 2301 North Charles, BElmont 5-4161 (D.C., Md.)
North Carolina, Charlotte 3: G. M. "Gus" Hogshead Co., 320 Lincoln St., FR 5-5924 and ED 2-5637 (N. C., S. C.)
Texas, Dallas 26: V. E. "Gene" Stephens, 4112 Commerce, TA 7-0867 (Texas)
Texas, Houston 3: Arthur H. Swartz, 2120 Polk Ave., CApital 8-6666 (Texas)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd., BRidge 2-3449 (Va.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

ELRECO CORP., 2900 Cormany Ave., Cincinnati 25, Ohio

EMERSON ELECTRIC MFG. CO., 8100 Florissant Ave., St. Louis 36, Mo.
Alabama, Birmingham 9: Bill Etzkorn, 1018 Broadway, TR 9-4933 (Ala., Fla., Tenn.)
Georgia, Atlanta 5: Joe Long, 254 E. Paces Ferry Rd., N.E., Office 1, CEdar 3-9494 (Ala., Ga., S. C., Tenn.)
Georgia, Atlanta 5: George Russell, 254 E. Paces Ferry Rd., N.E., Office 1, CEdar 3-9494 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Florida, Jacksonville: A. C. Bailey, 2346 Jose Circle, S., EXbrook 8-5297 (Fla.)
Florida, Largo: Rod Heideman, 975 Phyllis, JU 4-4994 (Fla.)
Florida, Orlando: Jim Redifer, 5423 Pasadena Dr., GA 5-7824 (Fla., Ga.)
Florida, Tarpon Springs: Ralph Maynard, Box 848, VIctor 3-3566 (Ala., Ark., Fla., Ga., Ky., La., Miss., N. C., S. C., Tenn., Va., W. Va.)
Kansas, Kansas City: Harold Vader, 712 N. Sixteenth St., ATwater 1-1663 (Kans., Mo., Texas)
Kansas, Overland Park: John Miller, 5715 W. 87th Ter., NIagara 8-4981 (Kans., Mo., Texas)
Louisiana, Metairie: J. Standiford, 1708 Riviere, VI 1-1534 (La., Miss.)
Missouri, Ferguson 35: J. B. Hayes, 813 Deandell Ct., JAckson 1-4891 (Kans., Mo.)
Missouri, Ferguson 35: L. J. Klautzer, 1122 Hentschel, JAckson 1-4073 (Mo.)
Missouri, St. Louis 36: William Beckmann, 8100 Florissant Ave., COlfax 1-1800 (Mo.)
Missouri, Webster Groves: Al Harris, Jr., 976 Briarton, WOodland 2-8095 (Mo.)
North Carolina, Charlotte 5: J. H. Burton, 1735 Woodland Dr., KEystone 7-4023 (Ky., N. C., S. C., Tenn., Va.)
Oklahoma, Tulsa: Jack Drake, 3609 E. 32nd St., P. O. Box 5339, RIverside 7-7893 (Ark., Kans., Mo., Okla.)
Tennessee, Memphis 17A: C. L. Strauss, 976 Giaroli, MUtual 5-7417 (Ark., Miss., Mo., Okla., Texas)
Texas, Belaire: Denis Cassidy, 8835 Shadowcrest, P. O. Box 13, GYpsey 4-5588 (La., Texas)
Texas, Dallas 18: Pat Patterson, 10509 Estate La. (Ark., La., Okla., Texas)
Texas, Dallas 32: J. H. Rogers, 828 Wood River Rd., FRanklin 4-1655 (Ark., Kans., La., Miss., Mo., Okla., Texas)
Texas, Houston 5: Bill Richard, 1728 Bissonet (Ark., Kans., La., Miss., Mo., Okla., Texas)
Texas, Mesquite: William Shaw, 3528 Beth Dr., BRoadway 9-3483 (Ark., Kans., La., Miss., Mo., Okla., Texas)
Virginia, McLean: J. A. Hutter, 5927 Lemon Rd., EL 6-5003 (Md., Va., W. Va.)

EMHART MFG. CO., Skyworker Div., 760 Windsor St., Hartford 1, Conn.

EMPIRE METAL PRODUCTS CO., 5443 W. Roosevelt Rd., Chicago 50, Ill.
Alabama, Birmingham 3: Harry C. Johnson Co., 1101 First National Bldg. (Ala., Ga.)
Florida, Lake Wales: Carter-Moody Agency, Inc., P. O. Box 512, Phone 2-5291 (Fla.)
Florida, St. Petersburg 9: A. W. Kohler, Carter-Moody Agcy., Inc., 3317 Bayshore Blvd., N. E., ORange 1-1708 (Fla.)
Florida, Tallahassee: Frank Moody, Carter-Moody Agcy., Inc., 1707 N. Monroe St., Phone 385-2551 (Fla.)
Florida, Tampa 9: Stephen Watsey, Carter-Moody Agcy., Inc., 5011 Longfellow Ave., Phone 837-7951 (Fla.)
North Carolina, Cary: Fred Woods, Campbell & Woods Agcy., R. F. D. 1, Box 16B (N. C., S. C.)

ENDER-MONARCH, 141 Lanza Ave., Garfield, N. J.
Florida, Fort Lauderdale: Tom Marshall, 678 Middle River Dr., LO 6-5723 (S.E. Fla.)
Florida, Jacksonville 2: Merline Industries of Florida, 920 E. Adams St., EL 4-5459 (N.E. Fla.)
Florida, Madeira Beach 8: Richard Y. Fernandez, 590 Normandy Rd., WAverly 1-7050 (N. W. Fla.)
Georgia, Atlanta 9: Kennon & Johnson, 7 Camden Rd., N E., TRinity 4-5566 (Ala., Ga.)
Kansas, Shawnee Mission: Norman Pattee-The Lighting Center, P. O. Box 9217 (Kans., Mo.)
Louisiana, New Orleans: Gregory Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ark., La., Miss., Tenn.)
North Carolina, Greensboro: Edward C. Vaughn, 1102 Briarcliff Rd., BRoadway 4-3149 (S. C., W. Tenn.)
Ohio, Lakewood: David J. Bowden, 11720 Edgewater Dr. (W. Va.)
Pennsylvania, Philadelphia 3: Paul F. Kyack Co., Inc., 269 S. Van Pelt St., LOcust 8-7450 (Del.)
Texas, Houston: Calvin Cooley, Southwest Archt. Specialties, 3725 Reveille Rd., OL 4-0495 (Texas)
Virginia, Newport News: S. C. Johnson, 235 Shoe La., LYric 6-2689 (N. C., Va.)

ENGELHARD INDUSTRIES, INC., 113 Astor St., Newark 2, N. J.
(Request inquiries sent to address given)

ENGINEERED PLASTICS, INC., 123 Chase St., Gibsonville, N. C.
North Carolina, Gibsonville: James Elmo Jones, Chase St., Phone 2411 (Fla., Ga., N. C., S. C., Tenn., Va.)
North Carolina, Gibsonville: E. B. Morrison, Chase St., Phone 2411 (Fla., Ga., N. C., S. C., Tenn., Va.)

ENJAY CO., INC., 15 W. 51st St., New York 15, N. Y.

EPOXYLITE CORP., 1428 N. Tyler Ave., P. O. Box 3397, South, El Monte, Calif.
Alabama, Birmingham: Electrical Repair Service Co., 3300 6th Ave., S. (Ala.)
Alabama, Mobile 10: Allen Electric Co., 255 St. Michael St. (Ala.)
Alabama, Tuscaloosa: Freeman's Electric Co., 1616 25th Ave., P. O. Box 728 (Ala.)
Florida, Jacksonville 1: Turner Electric Works, P. O. Box 4247 (Fla.)
Florida, Miami: Peninsula Armature Works, 3525 N.W. 51st St. (Fla.)
Florida, Tampa 1: Tampa Armature Works, Inc., 401 S. Morgan St. (Fla.)
Georgia, Atlanta 3: Cleveland Electric Co., 537 Marietta St., N.W. (Ga.)
Georgia, Atlanta 18: Electrical Insulation Suppliers, Inc., 500 Means St., N.W., JAckson 5-2707 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Georgia, Augusta: Electrical Equip. Co., 1441 Greene St. (Ga.)
Georgia, Savannah: Electrical Machinery Co., P. O. Box 856 (Ga.)
Louisiana, New Orleans 13: New Orleans Armature Works, P. O. Box 1598, 2300 Tchoupitoulas St. (La.)
Mississippi, Jackson 5: Power Electric Co., 1920 N. Mill St. (Miss.)
North Carolina, Raleigh: Electric Equip. Co., 2526 Hillsboro St. (N. C.)
South Carolina, Sumter: Sumter Machinery Co., Inc., Brooklyn & Mary Sts. (S. C.)
Tennessee, Chattanooga 2: Chattanooga Armature Works, 1213 Duncan Ave. (Tenn.)
Tennessee, Knoxville: Tennessee Armature & Electric Co., 312 W. Jackson Ave. (Tenn.)
Tennessee, Memphis: Tri-State Armature & Electrical Works, 321-331 Butler Ave. (Tenn.)
Tennessee, Nashville: Electric Service, Inc., 307 Fifth Ave. (Tenn.)
Virginia, Richmond: Electric Motor & Repair Co., 311 E. Cary St., P. O. Box 633 (Va.)

ERICO PRODUCTS, INC., Cadweld, 2070 E. 61st Pl., Cleveland 3, Ohio
Alabama, Birmingham: Mayer Electric Supply Co., Inc., 3200 3rd Ave., S. (Ala.)
Alabama, Mobile: Clower Electric Supply Co., Inc., 307 N. Washington Ave., HE 2-0431 (Ala., Fla., Miss.)
Arkansas, Little Rock: Darragh Co., 1401 E. 6th St., FRanklin 5-0123 (Ark.)
Delaware, Wilmington: Artcraft Electric Supply Co., 208 W. 4th St., OLympia 6-6651 (Del.)
District of Columbia, Washington: Cecil Equipment Corp., 1159 21st St., N.W., FEderal 7-6811 (D.C., Md., Va.)
Florida, Clearwater: Raybro Electric Supplies Co., P. O. Box 1315, 703 Court St., Phone 3-0541 (Fla.)
Florida, Fort Myers: Raybro Electric Supplies Co., P. O. Box 1405, 2803 Lafayette St., ED 7-1149 and ED 7-1140 (Fla.)
Florida, Jacksonville: Raybro Electric Supplies Co., P. O. Box 418, 707 Ocean St., ELgin 3-1273 (Fla.)
Florida, Lakeland: Raybro Electric Supplies, P. O. Box 1730, 508 N. Ingraham Ave. (Fla.)
Florida, Miami: Raybro Electric Supplies Co., P. O. Box 6146, Sta. B, 745 N.W. First Ave., FRanklin 9-8467 (Fla.)
Florida, Orlando: Raybro Electric Supplies Co., P. O. Box 1593, 500 N. Westmoreland, CHerry 1-3601 (Fla.)
Florida, St. Petersburg: Raybro Electric Supplies Co., 2048 First Ave., S, Phone 5-4116 (Fla.)
Florida, Tampa: Raybro Electric Supplies Co., 907 Ellamae St., Phone 2-1921 (Fla.)
Georgia, Atlanta: Southern Electric Equip. Dist., 1375 Lee St., S.W., PL 5-4991 (Ga.)
Georgia, Atlanta: Unistrut Steel Service Co., Inc., 720 Lee St., S.W. (Ga.)
Georgia, Savannah: Savannah Oxygen, 3235 W. Bay (Ga.)
Indiana, Evansville: Westinghouse Electric Supply Co., 1251 Diamond Ave. (Ky.)
Kansas, Wichita: General Electric Supply Co., P. O. Box 1719, 818 E. Orme St., AM 5-0627 (Kans., Mo.)
Kentucky, Louisville: Virgil A. Heck Equip., P. O. Box 713, JU 4-6281 (Kans., Ky.)
Louisiana, Alexandria: Brown Roberts Electric Co., Inc., 1810 3rd St., HI 3-7281 (La.)
Louisiana, Baton Rouge: General Electric Supply Co., 5339 Choctaw Dr. (La.)
Louisiana, New Orleans: Acme Welding Equip. & Supply Co., 926 Tchoupitoulas St., JAckson 2-5111 (La.)
Louisiana, Shreveport: M. S. Pons & Assoc., 3538 Mansfield Rd., Phone 423-7193 (Ark., La.)
Maryland, Baltimore: Tri-State Electrical Supply, 2818 Loch Raven Rd., HOpkins 7-5600 (Md., Va., W. Va.)
Mississippi, Jackson: Power Electric Co., Inc., 1920 N. Mill St. (Miss.)
Missouri, Kansas City: Singleton Welding Supply Co., 512 E. 18th St., BAltimore 1-8113 (Kans., Mo.)
Missouri, St. Louis: McDonald & Wilson, 2363 59th St., MIssion 7-2350 (Mo.)
Oklahoma, Tulsa: Tom Hodges Co., 4407 S. Peoria (Okla.)
Pennsylvania, Pittsburgh: Quality Products & Co., 408 Perrymont Rd., EX 1-4499 (W. Va.)
South Carolina, Columbia: Engineer Sales Co., 715 Woodrow St., ALpine 3-4004 (N. C., S. C.)
South Carolina, Greenville: George Pennell, Inc., P. O. Box 5225; 1 MacNees Dr., CRestwood 7-2433 (N. C., S. C.)
Tennessee, Chattanooga: Sies Electric Supply Co., 1010 E. 11th St., AM 5-8515 (Tenn.)
Tennessee, Knoxville: Stokes Electric, Tenth and Forest (Tenn.)
Tennessee, Memphis: General Electric Supply Co., 484 S. Front St. (Ark., Miss., Tenn.)
Tennessee, Nashville: Braid Electric Co., 1100 Demonbreun St., CH 2-6511 (Ala., Ky., Tenn.)
Texas, Beaumont: Brance-Krachy Co., 1050 Railroad Ave. (Texas)
Texas, Corpus Christi: Brance-Krachy Co., 643 N. Port (Texas)
Texas, El Paso: Landes, Zachary & Peterson, 2137 Mills St., KE 3-9060 (Texas)
Texas, Houston: Brance-Krachy Co., 4411 Navigation Blvd. (La.)
Texas, Irving: Tri-State Sales & Supply Co., 730 S. Wildwood, RI 1-5443 (Texas)
Texas, San Antonio: Ace Supply Co., 1111 Austin St., CApitol 3-4268 (Texas)
Virginia, Bristol: Whitten Electric Supply Co., Piedmont & Edmond Sts. (Tenn., Va.)
Virginia, Norfolk 16: Electrical Suppliers, Inc., 1015 E. Princess Ann Rd. (Va.)
Virginia, Richmond: Southeastern Electric, 8 S. Harvie St., ELgin 9-5781 (Va.)
Virginia, Roanoke: Williams Supply Co., 210 Seventh St., S.W. (Va.)
West Virginia, Charleston: Charleston Electrical Supply Co., 312 MacCorkle Ave., S.E., DIckens 6-0321 (Ky., Va., W. Va.)

ERICO PRODUCTS, INC., Gat, 2070 E. 61st Pl., Cleveland 3, Ohio
Alabama, Birmingham: Acousti Eng. of Alabama Inc., 546 N. Seventh St. (Ala.)
Alabama, Decatur: Decatur Electric Supply Co., Corner Banks & Market Sts., ELgin 3-5161 (Ala.)
Alabama, Mobile: Clower Electric Supply Co., 307 N. Washington St., HE 2-0431 (Ala., Fla., Miss.)

Arkansas, Little Rock: Darragh Co., 1401 E. 6th St., FRanklin 5-0123 (Ark.)
Delaware, Wilmington 99: Artcraft Electric Co., 208 W. 4th St., OLympia 6-6651 (Del.)
District of Columbia, Washington: Cecil Equipment Co., 1159 21st St., N.W., FE 7-6811 (D.C., Md., Va.)
Florida, Hialeah: Gibson Co., Inc., 221 E. 4th St., TU 7-7381 (Fla.)
Florida, Jacksonville: Blanchard Supply Co., 1520 Hendricks Ave., FL 9-3131 (Fla., Ga.)
Florida, Tampa: A. A. Casey Co., 5214 Nebraska Ave., Phone 34-8831 (Fla.)
Georgia, Atlanta 25: Diamond Drill & Pin, 1550 Southland Circle, N.W., SY 4-2449 (Ga.)
Kentucky, Louisville: Virgil Heck Equipment Co., 928 E. Mason St., JU 4-6281 (Ky.)
Louisiana, Baton Rouge: General Electric Supply Co., 5339 Choctaw Dr. (La., Miss.)
Louisiana, New Orleans: R. J. Marchand & Co., 315 Magazine St., EX 5262 (La.)
Maryland, Baltimore: Omark-Midwest, Inc., 4153 Hayward Ave., LI 2-5474 (Md.)
Missouri, Kansas City: Fleming & Co., 3021 Main St., PL 3-0111 (Kans., Mo.)
Missouri, Kansas City: Singleton Welding Supply, 512 E. 10th St., BA 1-8113 (Mo.)
Missouri, St. Louis: W. J. Brennan Co., 9625 Manchester Rd. (Mo)
North Carolina, Charlotte: Henderson-Helderman Equipment, 2116 Ashley Rd., EX 9-1824 (N. C.)
North Carolina, Graham: James A. Flynt & Assoc., 1010 E. Parker St., CA 7-7044 (N. C.)
North Carolina, Raleigh: Stephenson, Inc., 610 N. West St., TE 3-0829 (N. C.)
Pennsylvania, Pittsburgh: Quality Products Co., 408 Perrymont Rd., FOrest 4-3129 (Md., W. Va.)
South Carolina, Columbia: Seaber & Aiken, 1105 Marlboro St., AL 6-8968 (S. C.)
South Carolina, Greenville: Vaughn & Co., 211 Eisenhower Dr., CE 2-6300 (N. C., S. C.)
South Carolina, Greenwood: Independent Supply Co., 205 N. Main St., Phone 9-6202 (S. C.)
Tennessee, Knoxville: Stokes Electric Co., 1004 Forest Ave., S.W., Phone 525-0351 (Tenn.)
Tennessee, Memphis: Memphis Bearing & Supply, P. O. Box 2297, JA 6-7543 (Miss., Tenn.)
Tennessee, Nashville: Braid Electric Co., 1100 Demonbreun Viaduct, CH 2-6511 (Ala., Ky., Tenn.)
Texas, San Antonio: Ace Supply Co., 1111 Austin St., CApitol 3-4268 (Texas)
Virginia, Bristol: Whitten Electric Supply, Inc., Piedmont & Edmonds Sts. (Tenn., Va.)
Virginia, Lynchburg: Mid-State Electrical Supply, 1217-1223 Church St., VI 6-6555 (Va.)
Virginia, Portsmouth: Whitlock Brothers, 3612 High St., Phone 399-3047 (N. C., Va.)
Virginia, Richmond: Southeastern Electric Supply, 8 S. Harvie St., EL 9-5781 (Va.)
Virginia, Roanoke: Williams Supply Co., 210 Seventh St., S.W., DI 2-3413 (Va.)
West Virginia, Charleston: W. B. Craver Co., P. O. Box 1463, DI 6-1663 (Ky., W. Va.)

ERIE GLASS MFG. CO., 564 Union Trust Bldg., 435 Fifth Ave., Pittsburgh 19, Pa.
Florida, Miami Beach: David Byrnes, 901 89th St., Phone 86-3962 (Ala., Fla., Ga., N. C., S. C.)
Pennsylvania, Philadelphia 6: Benjamin Cohan, 309-11 Arch St., MArket 7-0428 (D.C., Md., Va.)
Texas, Dallas 9: Jerome Berk, P. O. Box 7031, D4-8627 (La., Okla., Texas)

ESCO MFG. CO., P. O. Box 1039, Greenville, Texas
Alabama, Birmingham: Gene Johnson Co., 2115 First Ave., S., FAirfax 4-1960 (Ala.)
District of Columbia, Washington 3: William D. Johnson, 333 Bond Bldg., REpublic 7-1444 (D. C., Md.)
Florida, Jacksonville 5: Charles W. Spengler & Assoc., 1669 Parrish Pl., EVergreen 9-0249 (Fla.)
Georgia, Smyrna: Wayne Johnson, P. O. Box 201, HEmlock 6-1292 (Ga.)
Louisiana, New Orleans 18: Electron Equip. Co., 2418 Calhoun St., UNiversity 1-4485 (La.)
Missouri, Kansas City 11: Bob Anderson, 803½ W. 39th St., VAlentine 1-3699 (Kans.)
Missouri, St. Louis: E. E. Henderson Sales Co., 13014 Manchester Ave., P. O. Box 3802, Kirkwood, YOrktown 5-7650 (Mo.)
Oklahoma, Oklahoma City 4: R. C. Ramsey Co., 1239 W. Main St., CEntral 5-6818 (Okla.)
South Carolina, Columbia: George Green Agency, 2246 Sumpter, ALpine 2-3032 (S. C.)
Tennessee, Memphis 6: Ransome-Roderick & Co., 883 S. 3rd St., WHitehall 8-3301 (Tenn.)
Texas, Greenville: Kenneth Collier, 500 Forrester St., GLadstone 5-6234 (Ark., N. Texas)
Texas, Houston: Industrial Equip. Co., 6831 Navigation Blvd., WAlnut 8-5431 (S. Texas)
Virginia, Richmond 30: Robert W. Fishburne, 1725 Arlington Rd., ELgin 5-6537 (N. C., Va.)

ESSICK MFG. CO., 1950 Santa Fe Ave., Los Angeles 21, Calif.
Arkansas, Little Rock: A. J. Taylor, 505 Johnson St., MOhawk 6-8368 (Ala., Ark., W. Fla., La., Miss., W. Tenn.)
Colorado, Arvada: The Eiggren-Davies Co., 6100 Carr St., HArrison 4-7218 (W. Texas)
Georgia, Atlanta: Reid H. Cox & Co., Suite 220, Howell House, 710 Peachtree St., N.E., TRinity 6-7341 (Fla., Ga., E. Ky., N. C., S. C., E. Tenn.)
Indiana, Logansport: C. T. Welsh & Assoc., 611 Erie Ave., Phone 3124 (D.C., Ky., E .Mo., E. Tenn.)
Maryland, Baltimore 20: Graydon Thorn, K-3 Alder Dr., MUrdock 6-4231 (Del., D.C., Md., Va.)
Missouri, Kansas City 8: Wagoner-DeLong, 514 Merchandise Mart, HArrison 1-2935 (Kans., Mo.)
Missouri, Lee's Summit: E. M. McFarland, 501 Howard, BRoadway 1-1688 (Kans., W. Mo.)
New Jersey, Springfield: Warner W. Cole, 228 Baltusrol Ave., DRexel 6-7974 (Ala., Del., D.C., Fla., Ga., Ky., Md., N. C., S. C., E. Tenn., Va., W. Va.)
North Carolina, Charlotte 1: Manufacturers Associates, Inc., 2233 Hutchison Ave., EDison 4-9741 (E. Fla., Ga., N. C., S. C.)
Oklahoma, Oklahoma City 6: Byron P. Cavnar, 415 Cameron Bldg., 2915 Classen Blvd., JAckson 4-3624 (Okla.)
Pennsylvania, Morton: Nelson Aldred, 105 Yale Square, KIngswood 3-7906 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 21: M. H. Nooning, Jr. & Assoc., 603 Whitney Ave., FRemont 1-5100 (W. Va.)
Texas, Austin: James W. Rice, 1504 W. 30th St., GReenwood 2-1023 (E. Texas)
Texas, Burnet: J. O. Pike, Star Route, PLymouth 6-4826 (W. Texas)
Texas, Irving: William L. Crider, 401 Lincolnshire (Ark., Kans., La., Miss., Okla., W. Tenn., Texas)

ESTERLINE ANGUS INSTRUMENT CO., INC., P. O. Box 596, Indianapolis 6, Ind.
Alabama, Birmingham 5: The Gearhart Co., 512 N. 18th St., ALpine 2-7419 (Ala., N. Fla.)
Florida, Orlando: The Gearhart Co., 2513 Catalina Dr., GArden 2-8024 (Fla.)
Georgia, Atlanta 19: The Gearhart Co., The Gearhart Bldg., Phone 233-4431 (Ga.)
Indiana, Indianapolis 2: C. D. Arnold, 2123 N. Meridian St., WAlnut 5-7561 (Ky.)
Louisiana, New Orleans 25: Mid-South Sales Co., Inc., 4424 Earhart Blvd., Phone 822-3030 (La., Miss.)
Missouri, Hickman Mills: C. B. Fall Co., 11201 Longview Rd., SOuth 1-6545 (Kans., Mo.)
Missouri, St. Louis: C. B. Fall Co., 317 N. 11th St., Rm. 1003, CHestnut 1-2433 (Ark., Ky., Mo.)
North Carolina, Charlotte 2: Ranson, Wallace & Co., 116½ E. Fourth St., EDison 4-4244 (N. C., S. C.)
Ohio, Cincinnati 6: G. H. Armstrong Co., Hotel Alms Bldg., Suite 250, UNiversity 1-6429 (Ky.)
Oklahoma, Oklahoma City 1: C. B. Anderson Electric Co., P. O. Box 761, Okla. Natrl. Bldg., VIctor 3-7718 (Okla.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., P. O. Box 676, TEmple 6-4661 (Ark., Okla.)
Pennsylvania, Glenside: Esterline Angus Instrument Co., Inc., 130 S. Easton Rd., WAverly 4-6300 (Del., Md., Va.)
Pennsylvania, Pittsburgh 16: W. H. Bollinger, P. O. Box 8088, LOcust 1-2340 (W. Va.)
Tennessee, Knoxville: Bowditch & Co., 1311 Broadway, N.E., Phone 524-2513 (Ky., Tenn., Va.)
Tennessee, Memphis 17: Janis Equip. Co., P. O. Box 3402, MUtual 3-1511 (Ark., Miss., Tenn.)
Texas, Amarillo: C. B. Anderson Electric Co., P. O. Box 1836, DRake 6-6443 (Okla., Texas)
Texas, Dallas 20: Kemp Engrg. Co., P. O. Box 13251, FLeetwood 7-6663 (Ark., La., Texas)
Texas, Houston 19: The Eads Co., P. O. Box 13071, JAckson 6-1646 (Texas)
Virginia, Fairfax: The Hildenbrand Co., P. O. Box 1060, CRescent 3-2334 (Del., D.C., Md., Va., W. Va.)

ESTIMATIC CORP., 300 Vallejo St., Denver 23, Colo.
Colorado, Denver 23: Ralph E. Johnson, Vallejo St., SH 4-2484 (Ark., Kans., Miss., Mo., Okla., Texas)

ESTY MFG. CO., 112 S. Sangamon St., Chicago 7, Ill.

ETTCO WIRE & CABLE CORP., 75 Onderdonk Ave., Brooklyn 37, N. Y. (See advertisement on page 72)
Florida, Tampa 5: Graham P. Dowling, 2101 2nd Ave., TAmpa 4-5749 (Fla.)
Georgia, Atlanta 10: William F. Bishop, 691 W. Whitehall St., S.W. (Ala., Ga.)
Kentucky, Louisville: Richard A. Esterle, 3041 Rosedale Blvd., GLendale 4-0121 (Ky.)
Louisiana, New Orleans 19: Dupont-Bondurant, Inc., 550 N. Pierce St., Phone 482-3167 (La., Miss.)
Missouri, Kansas City 8: Richard H. Dirkes, 327 S.W. Blvd., HArrison 1-1464 (Kans., W. Mo.)
North Carolina, Greensboro: Paul Sherrill, 1555 Raleigh St., BRoadway 4-6016 (N. C., S. C., Va.)
Oklahoma, Jenks: Wayne G. Parker Co., P. O. Box 518, CYpress 9-5449 (Ark., Okla.)
Pennsylvania, Emmaus: Henry L. Baumgartner, P. O. Box 306, WOodring 5-4064 (Del., D.C., Md., N. Va.)
Pennsylvania, Pittsburgh 19: Max Stoff, 15 Terminal Way, HUmbolt 1-6300 (W. Va.)
Tennessee, Nashville 10: Matthews Agency, 714 Allison St., CHapel 2-7711 (Tenn.)
Texas, Houston 2: Fred Walters Co., 2020 Congress Ave., CApitol 4-9676 (Texas)

EUCLID ELECTRIC & MFG. CO., P. O. Box 27, 50 Edwards St., Madison, Ohio
Alabama, Birmingham 4: Hanson Engrg. Co., 700 Eighth Ter., W., FA 2-6511 (Ala., W. Fla.)
District of Columbia, Washington 6: William E. MacDonald Co., 1835 "K" St., N.W., FE 3-8385 (D.C., N. C., Va., W. Va.)
Florida, Orlando: The Gearhart Co., 2513 Catalina Dr., GArden 2-8024 (Fla.)
Georgia, Atlanta 19: The Gearhart Co., Gearhart Bldg., Phone 233-4431 (Ga., S. C., Tenn.)
Missouri, St. Louis 17: A. M. McIntyre, Inc., 1110 S. Brentwood Blvd., PArkview 5-9695 (Kans., Mo.)
Ohio, Cincinnati 17: Sheldon Storer and Assoc., 5300 Vine St. (St. Bernard), P. O. Box D, CApitol 1-1191 (Ky.)
Pennsylvania, Wallingford: H. B. Stallings & Assoc., 530 S. Providence Rd., TRemont 6-8505 (Del., Md.)
Texas, Dallas 6: General Power Equip., Inc., 5527 Dyer St., EMerson 8-4655 (La., Texas)

EVANS METAL CO., P. O. Box 13168, Station K, Atlanta 24, Ga.
Georgia, Atlanta: J. J. Perry, 45 11th St., TRinity 5-4848 (Ala., Fla., Ga., N. C., S. C., Tenn.)

EVERGLOW LIGHTING FIXTURE CO., INC., 332 E. Jericho Turnpike, Huntington Sta., L. I., N. Y.
(Request inquiries sent to address given)

EVERLITE PLASTICS, P. O. Box 7145, Memphis 18, Tenn.

EVERWARM, INC., 3600 Pleasant Ridge Rd., Knoxville 16, Tenn.
Florida, Orlando: Willis J. Milner, P. O. Box 1063 (Fla.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Georgia, Atlanta 16: W. J. Milner Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Ga., S. C., Tenn.)
Kentucky, Louisville: L. P. Chick & Co., 1555 S. 10th St. (Ky.)
Louisiana, New Orleans: Jim Laubersheimer, P. O. Box 1323 (La., Miss.)
North Carolina, Charlotte 1: Charles M. Furman & Assoc., P. O. Box 2624 (N. C., Va.)
Tennessee, Memphis: Jim Clary, 62 Flicker St. (Ark., N. Miss., W. Tenn.)

EXCEL FUSE CO., 117 W. Erie St., Pittsburgh 12, Pa.

EXIDE INDUSTRIAL MARKETING DIV., Electric Storage Battery Co., Rising Sun & Adams Ave., P. O. Box 5723, Philadelphia 20, Pa.
District of Columbia, Washington 16: The Electric Storage Battery Co., 4000 Albemarle St., EMerson 2-6800 (Md., Va.)
Georgia, Atlanta 10: The Electric Storage Battery Co., 1246 Allene Ave., S.W., PLaza 8-2621 (Ala., Fla., Ga., N. C., Okla., Tenn.)
Louisiana, New Orleans 12: The Electric Storage Battery Co., 408 Civic Center Bldg., JAckson 5-6035 (Ala., Fla., La., Miss.)
Missouri, St. Louis 10: The Electric Storage Battery Co., 5120 Northrup Ave., PRospect 3-1644 (Ark., Miss., Mo., Tenn.)
Ohio, Cincinnati 6: The Electric Storage Battery Co., 929 E. McMillan St., CApital 1-2924 (Ky.)
Pennsylvania, Pittsburgh 12: The Electric Storage Battery Co., 2242 California Ave., CEdar 1-3000 (Ky., W. Va.)
Texas, Dallas 19: The Electric Storage Battery Co., P. O. Box 6933, RIverside 8-9977 (Okla., Texas)

F

FWD CORP., Clintonville, Wis.
Delaware, Wilmington: Diamond T of Delaware Sales & Serv., Inc., Philadelphia Pike & Edgemoor Rd., Phone 4-2242 (Del.)
Florida, Pompano Beach: Roy E. Barker, 250 S.E. 2nd Ave., WEbster 3-3933 (Fla., Ga.)
Louisiana, New Orleans 21: D GMC Truck Co., Inc., 224 Jefferson Hwy., VE 5-4276 (La.)
Maryland, Baltimore 30: Automotive Service & Equipment, Inc., 117-121 W. Cross St.
North Carolina, Charlotte: Power Equipment Co., 4512 Wilkinson Blvd, EXpress 9-0461 (Ga., N. C., S. C., Va.)
Ohio, Akron 12: Virgil Phelps, 166 Edgehill Dr., RE 3-2537 (Ky., W. Va.)
Ohio, Columbus 12: I. F. Toombs Truck & Equipment Co., 1425 Grandview Ave., HUdson 6-5271
Oklahoma, Oklahoma City 18: Utility Equipment Co., 5305 N. Santa Fe, JAckson 5-2136 (Ark., Kans., Mo., Okla., Texas)
Pennsylvania, Camp Hill 1: J. Ross Anderson, Old Ford Dr., (Phone Harrisburg, Pa., REgent 7-0324) (Del., Md.)
Pennsylvania, Pottstown: Baker Equipment Engineering Co. of Pa., Inc., P. O. Box 177, HYacinth 5-7101
Tennessee, Memphis: Utilities Equipment Co., Inc., 821 S. Barksdale, BR 5-6575 (Miss., Tenn.)
Texas, Irving, Ken Jorgensen, 1719 Belmead, (Phone Dallas, Texas, BLackburn 3-2233) (Texas)
West Virginia, Morgantown: L. H. Jones Equipment Co., Box 927, Phone 2-1307 and 2-2871

FAB-WELD CORP., P. O. Box 1447, Simpson, Pa.

FAIRBANKS, MORSE & CO., 600 S. Michigan Ave., Chicago 5, Ill.
Maryland, Baltimore: J. DeSenna, 1235 Standard Rd., WI 4-5382 (D.C., Md., Va., W. Va.)
North Carolina, Raleigh: H. L. Guess, 2424 Milburnie Rd., VA 8-2900 (N. C.)
Pennsylvania, Levittown: R. Palardy, 35 Needlepine La. (Del., Md.)
Pennsylvania, Temple: R. Conniff, 5106 Sioux Rd. (Md., W. Va.)
Virginia, Richmond: C. Van Natta, 1803 Harvard Rd., ATlantic 8-2410 (Va.)

FAIRFIELD INDUSTRIES, Passaic Ave. & Pier Lane, Caldwell, N. J. (See advertisement on page 99)
District of Columbia, Washington 11: Brock Tool, Inc., 5331 Georgia Ave., N.W. (D.C.)
Florida, Fort Lauderdale: S & W Electrical Supply, Inc., 4057 N.E. 6th Ave. (Fla.)
Florida, Orlando: C. "Bud" Tornow, Jr., 2421 Reef Court (Fla.)
Maryland, Salisbury: Artcraft Electric Supply Co. of Md., Calvert & Baptist Sts.
North Carolina, Sanford: Capt. Rod Sullivan, Inc., 131 Chatham St. (N. C.)
Texas, Houston: NuRo Co., P. O. Box 18517 (Texas)
Virginia, Arlington: Dominion Electric Supply Co., Inc., 5053 Lee Hwy., KEnmore 6-8000 (Va.)
Virginia, Richmond: Electrical Equipment Co., 13 W. Main St.
West Virginia, Charleston 25: W. B. Craver Co., 698 Gordon Dr., P. O. Box 1463, DIckens 6-1663 (W. Va.)

FANNER MFG. CO., Brookside Pk., Cleveland 9, Ohio (See advertisement on page 69)
Alabama, Birmingham 7: Gene Johnson Co., P. O. Box 5251, 2115 First Ave., S., FAirfax 4-1960 (Ala., N.W. Fla.)
Florida, Coral Gables: Anson Fyler Agency, P. O. Box 549, 4210 Laguna St., HIghland 3-7042 (Fla.)
Georgia, Smyrna: Wayne Johnson & Assoc., P. O. Box 201, HEmlock 6-1292 (Ga.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd., GLendale 1-6110 (Ky.)
Louisiana, Metairie: R. C. Hauk, P. O. Box 9272, 302 Magnolia Dr., VErnon 5-0697 (La., S. Miss.)
Missouri, Kansas City 11: The Charles L. Ward Co., 3433 Roanoke Rd., VAlentine 1-8895 (Kans., W. Mo.)
Missouri, St. Louis 22: Henderson Sales Co., Inc., P. O. Box 3802, 13014 Manchester, Kirkwood, YOrktown 5-7650 (E. Mo.)
New Mexico, Albuquerque: Smith Sales Co., P. O. Box 1461, 1801 Somervell, N.E., AXtel 9-8024 (Texas)
North Carolina, Charlotte 6: Jake Rudisill Assoc., 2009 N. Tryon St., FRanklin 6-4792 (N. C., S. C., E. Tenn.)
Pennsylvania, Bala-Cynwyd: Bra-Bon Corp., 29 Bala Ave., MOhawk 4-5181 (Del., D.C., E. Md., Va.)
Pennsylvania, Pittsburgh 35: Continental Sales & Engrg Co., P. O. Box 10505, 211 Nelbon Ave., CHurchill 1-5660 (W. Md., W. Va.)
Tennessee, Memphis 1: Southland Sales Agents, P. O. Box 165, 1032 Falls Bldg., JAckson 5-0142 (Ark., N. Miss., Tenn.)
Texas, Dallas 26: L. R. Ward Co., 3009 Canton St., RIverside 8-9004 (Okla., Texas)

FARADAY, INC., 1322 E. Church St., Adrian, Mich.
Alabama, Birmingham 9: Morrison & Stewart, 1929 Cahaba Rd., P. O. Box 6104, TRemont 1-0335 (Ala., Tenn.)
Florida, Miami: REB Associates Inc., 801 N.W. 79th St., PLaza 7-1041 (Fla.)
Georgia, Atlanta 3: George R. Koeln Co., 144 Walker St., S.W., MUrray 8-7077 (Ga., N. C., S. C.)
Kansas, Shawnee: R. L. Browne Co., 5817½ Nieman Rd., ME 1-9011 (Kans., Mo., Okla.)
Louisiana, New Orleans 13: C. E. Corrigan, 321 N. Diamond St., JAckson 5-5644 (La., Miss.)
Missouri, St. Louis 3: J. E. Kindall, 2004 Locust St., CEntral 1-6146 (Mo.)
New Jersey, Newark 4: Faraday, Inc., 400 DeLancy St., Rm. 214, MArket 2-8118 (Del., D.C., Md., Va.)
Ohio, Cincinnati 39: E. J. Redmond & Assoc., 3537 Epley La., P. O. Box 51, JAckson 1-8098 (Ky., W. Va.)
Pennsylvania, Pittsburgh 22: Paul Howe, 413 Bessemer Bldg., 104 Sixth St., ATlantic 1-9520 (W. Va.)
Tennessee, Memphis 4: Hal Beard, 173 S. Cooper St., BRoadway 4-1744 (Ark., Tenn.)
Texas, Houston 2: B. L. Winkler, 776A M & M Bldg., FAirfax 3-6225 (Texas)

FARGO MFG. CO., INC., 845 Main St., Poughkeepsie, N. Y.
Alabama, Birmingham 1: Line Material Industries, 1700 Vanderbilt Rd., FA 3-1651
Arkansas, Pine Bluff: Line Material Industries, 711 Oak, JEfferson 5-6390
Florida, Jacksonville: Line Material Industries, 1641 Landon Ave., EX 8-4131
Florida, Miami 38: Line Material Industries, 7240 N.E. 4th Ct., PL 9-6681
Florida, Tampa 1: Line Material Industries, 306 N. Newport Ave., Phone 8-4831
Georgia, Atlanta 18: Line Material Industries, 1261 Chattahoochee Ave., N.W., SY 4-7655
Kansas, Wichita: Line Material Industries, 1400 N. Charles, WH 3-8885
Kentucky, Ashland: Line Material Industries, 1215 Ashland Ave., Phone 324-4540
Louisiana, Lafayette: Line Material Industries, 1216 Mudd Ave., CE 4-0908
Louisiana, New Orleans 22: Line Material Industries, 2860 Arts St., WH 3-8819
Maryland, Glen Burnie: Line Material Industries, 705 Baltimore & Annapolis Blvd., N.W., SO 1-0340
Mississippi, Jackson: Line Material Industries, 654 S. Roach, FL 4-3528
Missouri, Joplin: Line Material Industries, 2830 E. 18th St., MA 3-0179
Missouri, North Kansas City: Line Material Industries, 1501 Bedford, GR 1-4696
Missouri, St. Louis 32: Line Material Industries, 1520 Page Industrial Blvd., HA 8-0167
North Carolina, Charlotte: Line Material Industries, 3205 Monroe Rd., ED 2-2159
North Carolina, Raleigh: Line Material Industries, 216 Russ St., Phone 834-4373
Oklahoma, Oklahoma City: C. B. Anderson Electric Co., 3149 Wilshire Ter., VI 3-7718
Oklahoma, Oklahoma City: Line Material Industries, 2243 Dawn Marie Dr., VI 3-7228
Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St., TE 6-4661
South Carolina, Columbia: Line Material Industries, 2133 Devine St., AL 2-1600
Tennessee, Knoxville 18: Line Material Industries, 1721 Magnolia Ave., N.E., Phone 552-5551
Tennessee, Memphis 7: Line Material Industries, 1169 Morehead St., JA 5-3476
Tennessee, Nashville 4: Line Material Industries, 1503 Laurel St., CH 2-5651
Texas, Amarillo: C. B. Anderson Electric Co., 111 E. 1st St., DR 6-6443
Texas, Austin 1: Line Material Industries, 604 West Ave., GR 2-8072
Texas, Beaumont: Waltrip Electric Co., 875 Goliad, TE 2-4245
Texas, Dallas 7: Line Material Industries, 1909 Hi Line Dr., RI 7-8201
Texas, Dallas 2: Priester Supply Co., 1800 Griffin St., RI 8-4526
Texas, El Paso: El Paso Saw & Belting Supply Co., 1701 Texas St., KE 2-3677
Texas, Houston: Line Material Industries, 5715 Navigation Blvd., WA 3-7601
Texas, San Antonio: Line Material Industries, 535 S. Main Ave., CA 6-3622
Virginia, Arlington 6: Line Material Industries, 204 Shirlington Trust Co. Bldg., KI 9-8022
Virginia, Richmond 21: Line Material Industries, 4111 W. Clay St., EL 5-1757
Virginia, Roanoke: Line Material Industries, 915 S. Jefferson St., DI 2-3187

FASCO INDUSTRIES, INC., 255 N. Union St., P. O. Box 509, Rochester 2, N. Y.
Georgia, Atlanta 6: Denis Fallon, 2342 Briar-Crest Trail, N.E. Phone 938-4849 (Ala., Fla., Ga., La., Miss., Tenn.)
Missouri, Kansas City: The Gaines Co., 435 Westport Rd., WEstport 1-5734 (Ark., Kans., Mo.)
North Carolina, Charlotte 1: Gover & Co., 3127 South Blvd., JAckson 3-0751 (N. C., S. C., Va.)
Ohio, Lorain: Robert F. DeMeter, 680 Irving Pk. Blvd., Sheffield Lake, AT 8-6380 (Ky.)
Pennsylvania, Gibsonia: Robert S. Deal, 2997 E. Bardoner Rd., HIlltop 3-2592 (W. Va.)
Pennsylvania, West Chester: John W. Merwarth, 525 Airport Rd., OWen 6-2043 (Del., D.C., Md.)
Texas, Dallas: Henry L. Guokas Assoc., 155 Continental Ave., RIverside 7-9106 (Okla., Texas)

FASTENING DEVICES, INC., 369 50th St., Brooklyn 20, N. Y.

FAST-LOK MFG. CO., Ash St. at Bedford, Bridgeport 5, Conn.

FASTWAY FASTENERS, INC., 1676 East 28th St., Lorain, Ohio

FEDDERS CORP., 58-01 Grand Ave., Maspeth 78, N. Y.
Alabama, Birmingham 13: B. C. Abney, 3145 Dolly Ridge Dr., TRemont 9-1303 (Ala., Tenn.)

Florida, Jacksonville: F. G. Stock, 7115 Catalonia Ave., EXbrook 8-0943 (Ala., Fla., Ga., N. C., Tenn.)
Florida, Jacksonville: D. A. Washburn, 2871 Madrid Ave., FLanders 9-0678 (Ala., Fla., Ga., N. C., Tenn.)
Florida, Miami (Key Biscayne): H. H. Rowling, 345 Harbour Ct., EMerson 1-5576 (Fla.)
Georgia, Chamblee: W. E. Roberts, 1888 Winchester Trail, Phone 457-5734 (Ga., N. C.)
Kansas, Overland Park: J. Otellio, 8013 W. 85th Ter., NIagara 8-7934 (Kans., Mo.)
Kansas, Prairie Village: H. R. O'Flynn, 5105 W. 72nd St., HEdrick 2-4327 (Kans.)
Kentucky, Covington: G. E. Schwartz, 1059 Montague Rd. (Park Hills), HEmlock 1-5057 (Ky.)
Louisiana, New Orleans: S. Thompson, 2308 Audubon St., UNiversity 6-9993 (La., Miss., Texas)
Maryland, Hyattsville: R. E. Hudson, 3902 Thorwood Rd., SPruce 3-5407 (D.C., Md., Va.)
Missouri, Florissant: J. M. Hughes, 2625 Derby Pl., TEmple 7-1558 (Mo.)
Missouri, Kansas City: T. C. McMorrough, 1032 W. 72nd St., EMerson 1-1956 (Kans., Mo., Tenn.)
Missouri, St. Louis: C. G. Bigelow, 1442 Lark Ave., YOrktown 6-3963 (Ark., Mo., Tenn.)
Oklahoma, Oklahoma City: S. G. Dunski, 2716 Clermont Pl., VIctor 2-5121 (Okla., Texas)
Tennessee, Memphis 17: G. Cuntz, Jr., 5581 Barfield Rd., MUtual 3-0852 (Ark., La., Miss., Tenn.)
Texas, Dallas: W. L. Ledbetter, 4231 Woodfin Dr., FLeetwood 2-2781 (La., Miss., Okla., Texas)
Texas, Dallas 20: C. C. Shaver, 3415 N. Haven Rd., FLeetwood 7-1679 (Okla., Texas)
Texas, Houston 18: N. E. Chandler, 2222 Viking, OVerland 6-4676 (La., Texas)
Virginia, Falls Church: W. B. Wright, 1520 Carol La., JEfferson 4-7237 (D.C., Md., Va.)
Virginia, Oakton: G. W. Hipple, Route 1, Box 391, DUnkirk 5-7620 (D.C., Md., Va.)

FEDERAL ENTERPRISES, INC., 8700 S. State St., Chicago 19, Ill.

FEDERAL LIGHTING CORP., 1425 Rockwell Ave., Cleveland 14, Ohio
Florida, Delray Beach: Ray Siegel, 222 N.E. 2nd St., CR 8-3740 (Fla.)
Georgia, Atlanta 5: F. Cullen Adams, 3224 Peachtree St., N.E., Phone 231-1608 (Ala., Ga.)
Louisiana, New Orleans 12: O. E. Barron, 621 Commercial Pl., JAckson 2-3101 (La., Miss.)
Missouri, St. Louis 4: F. Joe Mollerus, 1901 Gravois St., PR 1-1583 (Mo.)
New Jersey, Leonia: Otis F. Herrmann, 174 Park Ave., WI 4-2580 (Md.)
Ohio, Cincinnati 18: William G. Baker, 153 Junefield Ave., JA 2-2617 (Ky.)
Oklahoma, Jenks: Wayne G. Parker, P. O. Box 518 (Ark., Okla.)
Tennessee, Knoxville: Jim Hash, 109 W. Jackson Ave., Phone 3-9270 (Tenn.)
Texas, Dallas 7: Henry L. Guokas, 155 Continental Ave., RI 7-9106 (Texas)
Virginia, Richmond 26: Henderson Sales Co., Inc., 2607 Buford Rd., P. O. Box 8315, BR 2-1421 (N. C., S. C., Va., W. Va.)

FEDERAL PACIFIC ELECTRIC CO., 50 Paris St., Newark 1, N. J. (See advertisement on page 57)
Alabama, Birmingham: J. O. Kent, 2302 A 19th Pl., S., TR 9-8692 (Ala.)
Florida, Jacksonville: B. Fleming, Box 3074, EL 5-2918 (Fla.)
Florida, Miami: F. N. Blackwell, P. O. Box 38414, PL 7-2951 (Fla.)
Florida, Ormond Beach: J. T. Fulwiler, P. O. Box 1325, OR 7-4166 (Fla.)
Florida, Pensacola: D. Garner, P. O. Box 4906, GL 5-1886 (Ala., Fla., Ga.)
Florida, St. Petersburg: J. E. Sheffer, 5957 Carrier St., N., HE 7-2161 (Fla.)
Georgia, Atlanta: L. J. Acker, 5745 Peachtree Industrial Blvd., Chamblee, GL 7-8266 (Ga.)
Kentucky, Louisville: E. M. Fron, 1617 Bardstown Rd., GL 1-4844 (Ky., Mo.)
Louisiana, Baton Rouge: R. L. Couvillion, Box 15173, WA 1-1624 (La.)
Louisiana, New Orleans, Mid-South Sales Co., 4424 B Earhart Blvd., P. O. Box 13032, TU 4683
Louisiana, New Orleans 25: H. R. Williams, 4418 Calliope, Suite B, Phone 882-1350 (La.)
Louisiana, Shreveport: J. C. Holland, P. O. Box 4225, 1603 Market St., Phone 442-7995 (Ark., La., Okla., Texas)
Maryland, Baltimore: R. F. Meehan, 3006 W. Cold Spring La., LI 2-1853 (Md.)
Maryland, Silver Spring: R. C. Cassidy, 8632 Colesville Rd., JU 8-1288 (Md.)
Missouri, Kansas City: J. G. Terrell, 226 Jewell Bldg., 1103 E. Armour Blvd., LO 1-1022 (Kans., Mo.)
Missouri, St. Louis: E. E. Wills, 4444 Clayton Ave., JE 3-4800 (Mo.)
North Carolina, Charlotte: J. M. Hunter, P. O. Box 1515, Phone 333-6833 (N. C.)
North Carolina, Greensboro: J. W. Bullin, Box 344, 517 Dixie Bldg.
Oklahoma, Oklahoma City: G. T. Ralls, P. O. Box 3916, VI 3-4090 (Ark., Okla.)
Oklahoma, Tulsa: G. T. Smith, P. O. Box 15859, WE 9-8847
South Carolina, Columbia: D. H. Scott, P. O. Box 5475, SU 7-3002 (Ga., S. C.)
Tennessee, Knoxville: K. L. Cruze, 2709 Springhill Rd., Phone 3-8619 (Ky., Tenn., Va.)
Tennessee, Memphis: W. R. Diffee, 642 S. Cooper, Builders Exchange, BR 2-7459 (Ark., Miss., Tenn.)
Tennessee, Nashville: W. L. Armstrong, 1212 Alfred Dr., CY 2-9356 (Ky., Tenn.)
Texas, Corpus Christi: R. L. Graham, 4305 Starlite La., WI 5-1111
Texas, Dallas: Curtis Musgrove Co., P. O. Box 35352, 8909 Sovereign Row, FL 1-3239
Texas, Dallas: R. Boling, 901 Regal Row, ME 1-4020 (Texas)
Texas, Fort Worth: Curtis Musgrove Co., 304 Mutual Savings Bldg., 8th & Throckmorton Sts., ED 6-3631
Texas, Fort Worth: E. H. McGowan, P. O. Box 291, 3817 W. Rosedale, PE 8-0002 (Texas)
Texas, Houston: Curtis Musgrove Co., P. O. Box 22324, JA 4-9182
Texas, Houston: T. Beyert, 3302 Mercer, Suite 102, JA 6-2159 (Texas)
Texas, Lubbock: J. W. Elkins, 2319 34th St., SH 4-3201
Texas, Midland: J. A. Rector, P. O. Box 5096, 700 Devonian, OX 4-4457 (Texas)
Texas, San Antonio: Curtis Musgrove Co., P. O. Box 12428, 106 Warren St., CA 7-7070
Texas, San Antonio: R. B. Goforth, P. O. Box 12428, 106 Warren St.
Virginia, Norfolk: W. A. Bristol, 1115 S. Sparrow Rd., KI 3-2456 (N. C., Va.)
Virginia, Richmond: G. E. Granger, 126 Granite Ave., AT 2-6258 (Va.)

FEDERAL SIGN & SIGNAL CORP., 136th & Western Ave., Blue Island, Ill.
Louisiana, Metairie: Frieshon & Belsom Co., 715 Clearview Dr., P. O. Box 665 (La.)
Pennsylvania, Pittsburgh 34: John A. Barger, P. O. Box 10353, LOcust 3-5577 (W. Va.)

FEEDRAIL CORP., 125 Barclay St., New York 7, N. Y.

FELCO PRODUCTS, INC., 8700 Ambassador Row, Dallas 35, Texas

FELD CORP., 2002 Papin St., St. Louis 3, Mo.

FENWAL, INC., Pleasant St., Ashland, Mass.
Arkansas, Little Rock: The Vinsant Co., P. O. Box 2536, FRanklin 4-8825 (Ark.)
Georgia, Atlanta 24: Applebee-Church, Inc., 1958-A Monroe Dr., TRinity 5-7244 (Ala., Fla., Ga., Miss., Tenn.)
Louisiana, New Orleans 19: J. P. Maguire Co., 3144 Paris Ave., EVergreen 2392 (La.)
Maryland, Towson 4: Thomas H. Closs Co., 21 W. Pennsylvania Ave., VAlley 5-4445 (D. C., Md., Va.)
Missouri, Hickman Mills: C. B. Fall Co., 11201 Longview Rd., SOuth 1-6545 (Kans.)
Missouri, St. Louis: C. B. Fall Co., 317 N. 11th St., CHestnut 1-2433 (Mo.)
North Carolina, Matthews: W. K. Hile Co., N. John St., P. O. Box 325, Phone 847-1616 (N. C., S. C., Va.)
Ohio, Cincinnati 8: The Smysor Co., 1046 Delta Ave., TRinity 1-0606 (Ky.)
Oklahoma, Tulsa 15: Paul King Co., 826 N. Fulton, TE 6-2501 (Okla., Texas)
Pennsylvania, Bala-Cynwyd: J. V. Calhoun Co., 349 Montgomery Ave. (Phone Philadelphia, Pa., GReenwood 3447) (Del.)
Pennsylvania, Pittsburgh 21: Earl. E. Whitaker & Son, 822 Wood St. (Wilkinsburg), FRemont 1-6220 (Md., W. Va.)

FIBRE CONDUIT CO., Orangeburg, N. Y.

FIBRE MFG. CO., Newton, N. C.

FISHER-PIERCE DIV., Sigma Instruments, Inc., 170 Pearl St., South Braintree 85, Mass. (See advertisement on page 25)
Florida, St. Petersburg 12: Bowen-Arnold Agency, 4228 Cortez Way, S., ORange 1-8021 (Fla.)
Georgia, Atlanta: Walter W. Wildeman, 3230 Peachtree Rd., N.E., CEdar 3-5972 (Ala., Ga., Tenn.)
Louisiana, New Orleans 8: Lyman C. Reed, Inc., P. O. Box 19466, HU 2-3106 (La., Miss.)
Maryland, Silver Spring: H. C. Langmack Co., 9005 Linton St., HEmlock 4-6565 (Md., Va.)
Missouri, Kansas City 33: Williams & McKinley Sales Co., 10101 E. 65th St., FL 6-5700 (Kans., Mo.)
North Carolina, Charlotte 3: Glenn & Larson, 1321 E. Morehead, EDison 4-3994 (N. C., S. C.)
Ohio, Cincinnati: Jay G. Gates, P. O. Box 13, JAckson 1-4335 (Ky.)
Oklahoma, Oklahoma City: Mark K. Hartman Co., 4411 N. Miller, WIndsor 6-7336 (Ark., Okla.)
Pennsylvania, Bristol: Low Assoc., 220 Radcliffe St., STillwell 8-2714 (Del.)
Pennsylvania, Pittsburgh: Anderson Connector Corp., P. O. Box 10961, HOmestead 2-5600 (W. Va.)
Texas, Dallas 19: Tate & Co., 3911 Oak Lawn Ave., LAkeside 8-6103 (Texas)

FLEXROCK CO., Filbert & Cuthbert, Philadelphia 4, Pa.

FLINT STEEL CORP., 2440 S. Yukon, Tulsa, Okla.

FLORIDA FORESTRY CORP., 33 4th St., N., St. Petersburg, Fla.
Florida, St. Petersburg: Howard H. Roth, 33 Fourth St., N., Phone 5-3298 (Fla.)

FLUOR CORP., 2500 S. Atlantic Blvd., Los Angeles, Calif.

FLUORESCENT EQUIPMENT & MFG. CO., 5105 Cowan St., Cleveland 27, Ohio

FLUORES-O-LITE CO., 7 Evans Terminal, N. Broad St., Hillside, N. J.

FOSTORIA CORP., 1200 N. Main St., Fostoria, Ohio
Missouri, Clayton 5: G. J. Wangerin, 343 N. Mermac, PArkview 5-9131 (Mo.)
Missouri, Kansas City: Charles Arehart, 5316 Garfield St., DE 3-0609 (Kans., Mo.)
Ohio, Cleveland 20: Ray Green Assoc., 3510 Lee Rd., Phone 991-4450 (Ky.)
Pennsylvania, Philadelphia 31: J. J. Sweeney, 55 Trent Rd., Overbrook Hills, MIdway 9-3117 (Del., D.C., Md.)
Tennessee, Nashville 5: McEwen Cherry Co., Inc., 24 White Bridge Rd., ALpine 5-3574 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn., Va.)
Texas, Dallas 5: Guy Kirkpatrick, Jr., 3620 Maplewood, LAkeside 6-8089 (Ark., La., Okla., Texas)

FRANCE MFG. CO., 10325 Berea Rd., Cleveland 2, Ohio

FRANKEL CONNECTOR CO., 27 Vestry St., New York 13, N. Y.
(Request inquiries sent to address given)

FRIGID, INC., 1246-1250 Rockaway Ave., Brooklyn 36, N. Y.

FULLER CO., 172 Bridge St., Catasauqua, Pa.

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

FULLMAN MFG. CO., 1209 Jefferson St., Latrobe, Pa. (See advertisement on pages 218 & 220)
Alabama, Birmingham: Cary Chapman & Co., P. O. Box 617, FAirfax 3-5236 (Ala., Tenn.)
Colorado, Denver 4: Kenneth B. Schumann Co., 1073 Galapago St., AComa 2-8913 (Texas)
Florida, Hialeah: Cary Chapman & Co., 301 E. 10th Ave., TUxedo 5-2519 (Fla.)
Georgia, Atlanta 10: Cary Chapman & Co., 600 Trusco Way, S.W., PLaza 8-4506 (Ga.)
Indiana, Evansville 8: T. L. Taliaferro, 10½ S.E. First St., HArrison 5-3479 (Ky.)
Louisiana, New Orleans: Cary Chapman & Co., 213 S. Front St., TUlane 5184 (La., Miss.)
Maryland Baltimore 2: Robert P. Auer, 305 Tower Bldg., Guilford Ave. & Baltimore St., MUlberry 5-5423 (D.C., Md.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans.)
Missouri, St. Louis 10: Fred P. Walter Co., 4030 Chouteau Ave., JEfferson 1-6262 (Ark., Mo.)
North Carolina, Greensboro: Cary Chapman & Co., 1009 S. Elm St., BRoadway 3-9473 (N. C., S. C., Va.)
Pennsylvania, Jenkintown: Peter Jacobson, 737 Suffolk Rd., SAratoga 7-4300 (Del.)
Pennsylvania, Pittsburgh 12: H. W. Groetzinger & Co., 410 E. Gen. Robinson St., ALlegheny 1-6280 (W. Va.)
Texas, Dallas 26: Gene Stephens Sales Agency, P. O. Box 7901, TAylor 4-8221 (Okla., N. Texas)
Texas, Houston 3: Arthur H. Swartz, 2120 Polk Ave., CApital 8-6666 (S. Texas)

FURNAS ELECTRIC CO., 1000 McKee St., Batavia, Ill.
Florida, Miami 55: J. Carl Turner Co., 5400 S. W. 63rd Ct., MOhawk 1-3874 (Fla.)
Georgia, Atlanta: Griffin & Griffin, 1185 Howell Mill Rd., N.W., TRinity 5-7736 (Ala., Ga., E. Tenn.)
Indiana, Indianapolis: Frank E. Sedlak, 4508 Allisonville Rd., LIberty 5-1141 (W. Ky.)
Louisiana, New Orleans 23: Duke-Philibert Co., 10004 Judy Dr., Phone 729-5018 (La., Miss.)
Missouri, St. Louis 8: Ray Kattelmann, 3887 Delmar Blvd., JEfferson 3-5513 (Mo.)
North Carolina, Charlotte: R. W. Chapman & Co., P. O. Box 4230, FRanklin 5-7215, FRanklin 5-3477 (N. C., S. C.)
Tennessee, Memphis 6: Ransom Sales & Engrg. Co., Inc., 726 E. McLemore Ave. (Ark., N. Miss., W. Tenn.)
Texas, Dallas 1: Lynn Elliott Co., 408 Fidelity Union Life Bldg., RIverside 8-7788 (N. Texas)
Texas, El Paso: Marshall Elmore, 140 Little Flower Rd., PR 2-2881 (Texas)
Texas, Houston 2: Lynn Elliott Co., 371 M & M Bldg., CApital 4-9715 (W. La., N. Texas)
Texas, San Antonio 1: Towery Industrial Equipment, P. O. Box 5225, CApitol 3-6216 (S. Texas)
Virginia, Richmond 28: Marchant Industrial Sales Co., P. O. Box 9534, ELgin 8-8466 (Va.)
West Virginia, Charleston 2: W. J. Hess & Son, 3145 Washington St., W., RIverside 4-1821 (E. Ky., Va., Western W. Va.)

G

G & W ELECTRIC SPECIALTY CO., 3500 W. 127th St., Blue Island, Ill. (See advertisement on pages 94, 98, 102 & 104)
Alabama, Birmingham 3: Harry C. Johnson Co., 1102 First National Bldg., FA 4-9962 (Ala., N.W. Fla.)
Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., 300 E. Markham St., Rm. 202, FR 5-1383 (Ark.)
District of Columbia, Washington 1: The Bradley Co., Inc., 212 "H" St., RE 7-1300 (D.C., Md., Va.)
Florida, Jacksonville 7: Van & Smith Co., Inc., 1444 June St., EX 8-0531 (Fla.)
Florida, Miami 44: Charles R. Lee & Assoc., Inc., 3796 W. Flagler St., HI 4-7414 (S. Fla.)
Florida, Tampa 9: Van & Smith Co., Inc., 4025 Henderson Blvd., Phone 8-3632 (Fla.)
Georgia, Atlanta 3: C. W. Lehner Co., 270 Peachtree Bldg., JA 4-2274
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ala., La.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart, EM 2-1671 (Miss.)
Missouri, Kansas City 11: The Charles L. Ward Co., 3433 Roanoke Rd., VA 1-8895 (Kans., W. Mo.)
Missouri, St. Louis 1: Gordon Karraker, 260 Paul Brown Bldg., CE 1-3666 (E. Mo.)
North Carolina, Charlotte 4: Purser & London, Inc., 1317 E. Fourth St., ED 3-7549 (N. C., S. C.)
Ohio, Cincinnati 2: L. J. Gregory, 505 Peoples Bank Bldg., PA 1-6476 (Ky.)
Oklahoma, Oklahoma City 4: C. B. Anderson Electric Co., P. O. Box 761, VIctor 3-7718 (Okla.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St., P. O. Box 676, TEmple 6-4661 (Okla.)
Pennsylvania, Philadelphia 4: The Bradley Co., Inc., 3341 Arch St. (Del., Md.)
Pennsylvania, Pittsburgh 22: Muller-Harper & Assoc., First National Bank Bldg., AT 1-4670 (Md., W. Va.)
Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway E., WH 8-0496 (Ky., Miss., Tenn.)
Tennessee, Knoxville 1: Claude E. Fox, P. O. Box 95, Phone 522-4404 (Tenn.)
Texas, Dallas 3: Elgin B. Robertson, Inc., 1339 Plowman St., WH 2-3157 (La., N. Texas)
Texas, El Paso: Frank W. Gorman, 1701 Texas St., KE 2-3449 (S.W. Texas)
Texas, Houston 4: Elgin B. Robertson Co., 4101 San Jacinto St., JA 9-3797 (S. Texas)
West Virginia, Charleston 4: Muller-Harper & Assoc., Inc., P. O. Box 4166, WA 5-5343 (W. Va.)

G C ELECTRONICS CO., 400 S. Wyman St., Rockford, Ill.
Florida, North Miami: Winfield Electronic Sales: 666 N.E. 125th St. (Fla.)
Georgia, Atlanta 6: Clark Adair Co., 1426 Highpoint Pl., N.E., TRinity 5-3979 (Ala., Ga., Miss., N. C., S. C., Tenn.)
Indiana, Angola: Joe Clancy & Co., Inc., P. O. Box 269 (Ky., Ohio)
Maryland, Wheaton: Charles Lienau Co., 11411 Amherst Ave. (Del., D.C., Md., N. J., Pa., Va., W. Va.)
Missouri, St. Louis 41: Theodore B. Lowell & Assts., P. O. Box 26, Creve Coeur Branch, MIssion 7-1111 and STerling 1-6290 (Kans., Mo.)
New York, Malvern, L. I.: Erde-Hairland Assoc., 333 Hempstead Ave. (N. J., N. Y.)
Texas, Dallas 19: Berthold Sales, 4411 Maple Ave., LAkeside 6-8329 (Ark., La., Okla., Texas)

G-V CONTROLS, INC., 101 Okner Pkwy., Livingston, N. J.
Georgia, Decatur: Frank C. Nickerson Co., 626 Modlock Rd., MElrose 6-2757 (Ala., Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans: Walter E. Bornemann, 4719 Cartier Ave., FAirview 2504 (Ark., La., Miss.)
Maryland, Silver Spring: L. G. White & Co., 880 Bonifant St., JUniper 5-3141 (D.C., Md., N. C., Tenn., Va., W. Va.)
Missouri, Kansas City 11: W. E. Fry & Co., Inc., 406 W. 34th St., JEfferson 1-5236 (Kans., Mo.)
Ohio, Chagrin Falls: Technical Assoc. Inc., 4475 Lander Rd., TErrace 1-9884 (Ky.)
Texas, Dallas: Wright Industrial Products, 5738 N. Central Expressway, TAylor 4-2571 (Okla., Texas)

GAI-TRONICS CORP., 525 Lancaster Ave., P. O. Box 31, Reading, Pa.

GAR WOOD INDUSTRIES, INC., Wayne, Mich.
Colorado, Boulder: E. N. Elliott, 2095 Grape Ave., Hillcrest 3-7785 (Ark., Kans., Mo., Okla., Texas)
Florida, Indian Rocks Beach: Frank Gideon, 602 Barry Pl., Phone 596-7471 (Ala., Del., D.C., Fla., Ga., Ky., La., Md., Miss., N. C., S. C., Tenn., Va., W. Va.)
Georgia, Atlanta: J. W. Killen, 2544 Peachtree Rd., N.W., CEdar 7-4975 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Ohio, Findlay: Frank Wilkinson, 2015 N. Main St., GA 2-5045 (Kans., Mo.)
Texas, Dallas 35: Marion Thompson, 5310 Bradford Dr., LAkeside 1-7387 (Ark., La., Okla., Texas)

GARCY LIGHTING DIV., Garden City Plating & Mfg. Co., 2475 Elston Ave., Chicago 47, Ill.
Alabama, Birmingham 3: Elwyn B. Richey, 823 Commer Bldg., ALpine 2-3079 (Ala.)
Florida, Coconut Grove, Miami: R. David Butt, 3646 Main Hwy., EMerson 1-2818 (S. Fla.)
Florida, St. Petersburg: Walter T. Jerkins, 4133 Navarez Way, S., ORange 7-3209 (N. Fla.)
Florida, Warrington: Tom Ed Pearce, 208 Payne Rd., S.E., GLendale 5-8689 (N.W. Fla.)
Georgia, Atlanta 3: E. D. Johnson, 313 Bona Allen Bldg., JAckson 1-0977 (N. Ga.)
Georgia, Moultrie: Robert S. McGarity, 415 S. Main St., P. O. Box 567, YU 5-1568 (S. Ga.)
Kentucky, Lexington: Henry M. Baldwin, 1240 Kastle Dr., Phone 6-4650 (Ky.)
Louisiana, New Orleans: Stan Ward, 1037 St. Phillip (S.E. La., S. Miss.)
Missouri, Clayton 5: J. A. Noser Co., 405 Carrswold Dr., PArkview 7-0974 (S.E. Ky., E. Mo.)
Missouri, Kansas City 2: Harvey Owings, 3937 Main St., Rm. 219 JEfferson 1-6400 (Kans., W. Mo., Okla.)
North Carolina, Charlotte: G. G. Harney, 205 S. Church St., FRanklin 6-6396 (W. N. C.)
North Carolina, Raleigh: A. Monroe Johnson, 1418 Marlborough Rd., TE 4-3216 (E. N. C.)
Pennsylvania, Philadelphia 49: Hans K. Rosenthal, 7038 Souder St., FIdelity 2-7967 (Del.)
Pennsylvania, Pittsburgh 27: W. H. Fornof Co., 3310 Brownsville Rd., TUxedo 2-6543 (North W. Va.)
South Carolina, Columbia: George W. Greene Agency, 2246 Sumter St., P. O. Box 416, ALpine 2-3032 (E. Ga., S. C.)
South Carolina, Greenville: M. V. Patterson, c/o George W. Greene Agency, 4-F Calhoun Towers, CEdar 9-3767 (N. S. C.)
Tennessee, Nashville 12: Robert E. Roberts, Jr., 2422 Abbott Mattin Rd., CY 7-3736 (Tenn.)
Texas, Dallas 5: A. V. Jernigan, 4354 Normandy, LAkeside 8-9471 (Texas)
Texas, Dallas 6: Spies & Assoc., 5523 Dyer St., EM 8-5298 (N. Texas)
Texas, El Paso: F. H. Adams Electrical Engineering & Sales Corp., 708 N. Piedras St., P. O. Box 3143, Sta. A, Phone 565-1731 (W. Texas)
Texas, Houston 6: Robert E. Kirby Co., 2703 Kipling, JAckson 9-6457 (S. Texas)
Virginia, Annandale: Emmett Logan, 5113 Bradford Dr., CLearbrook 6-3968 (D. C., Md., N. Va.)
Virginia, Highland Springs: Fred L. Shelor, 109 Longstreet Ave., REpublic 7-2031 (Va.)
Virginia, Portsmouth: Hammer K. Spencer, 310 Snead Fairway, HUnter 8-3041 (Va.)
West Virginia, Charleston 4: Paul A. Skaff, 5415 Noyes Ave., P. O. Box 4166, WAlnut 5-5343 (Ky., South West W. Va.)

GEDNEY ELECTRIC CO., Americas Bldg., Radio City, New York 20, N. Y. (See advertisement on page 55)
Arkansas, Little Rock: Jim Venable & Assoc., 1517 Gaines, P. O. Box 2232, FRanklin 4-8825 (Ark., Tenn.)
Florida, Miami 37: John S. McWhorter, Inc., 49 N.E. 22nd St., FRanklin 9-8122 (Fla.)
Georgia, Atlanta: C. C. Myrick, Kennedy & Elm Sts., N.W., JAckson 2-8953 (Ala., Ga., S. C., Tenn.)
Kentucky, Lakeside Park, Covington: H. E. Bracke Co., 43 Hesser Dr., DIxie 1-5421 (Ky.)
Louisiana, New Orleans: Dupont-Bondurant, Inc., 717 Jefferson Highway, P. O. Box 10307, VErnon 4-0481 (La., S. Miss.)
Maryland, Baltimore 2: J. Vernon Letmate, 334 St. Paul St., PLaza 2-4420 (D.C., Md., Va.)
Missouri, Kansas City: Schooler-Gorman, 1224 W. 9th St., VIctor 2-0733 (Kans., Mo.)
Missouri, St. Louis 3: Wood & Anderson Co., 2914-16 Washington Ave., OLive 2-1669 (Kans., Mo.)
North Carolina, Greensboro: Wilson P. Byrd, 1920 Sullivan St., BRoadway 3-5932 (N. C., Va.)
Texas, Dallas: J. D. Martin, 1111 Dragon St., RIverside 1-3471 (Okla., Texas)
Texas, El Paso: H & C Electric Sales Co., 1206 Myrtle Ave., LIberty 2-1589 (Texas)

GEM ELECTRIC CO., 237 37th St., Brooklyn 32, N. Y.
Florida, Miami: Phillip Cooper, 25 N.E. 36th St. (Fla.)
Kentucky, Louisville: Bullock Co., 131 Breckinridge La., TWinbrook 6-0032 (Ky.)
Missouri, Kansas City 8: Robert P. Ingram, 502 Merchandise Mart (Kans., Mo.)

Pennsylvania, Philadelphia: Albert Cherry, Lakeside Apts., 26 B, Melrose Pk., CApitol 4-1187 (Del., D.C., Md.)
Tennessee, Franklin: James L. Griffith, Manley Rd., Route 3, SWift 4-1277 (Tenn.)
Texas, Dallas 35: J. V. Folsom & Son, 9027 Diplomacy Row, Box 10151 (Ark., La., Miss., Okla., Texas)
Virginia, Norfolk: Goodman Bros., P. O. Box 1872, MA 2-4521 (Ala., Ga., N. C., S. C., Va., W. Va.)

GENERAL ALLIANCE CORP., 2105 Moore St., San Diego 1, Calif.

GENERAL CABINET CORP., 1809 W. Thomas St., Chicago 22, Ill.

GENERAL CABLE CORP., 730 Third Ave., New York 17, N. Y. (See advertisement on pages 4 & 5)
Alabama, Birmingham 5: J. B. Ebenhack, 3508 4th Ave., S., ALpine 2-1171 (Ala.)
District of Columbia, Washington 1: G. C. McCabe, 261 Constitution Ave., N.W., District 7-7717 (D.C.)
Florida, Tampa 10: V. J. Caruso, 2515 E. Hanna Ave., TAmpa 3-6575 (Fla.)
Georgia, Savannah: J. A. Alsing, Savannah Industrial Park, Ross Rd., ADams 6-1594 (Ga., S. C.)
Louisiana, New Orleans 25: W. W. Bednarz, 3923 Euphrosine St., SYcamore 9-2381 (La.)
Maryland, Baltimore 18: H. V. Wrasse, 1130 E. 30th St., TUxedo 9-6544 (Md.)
Mississippi, Jackson: E. Knebel, P. O. Box 4913 Fondren Sta., EMerson 2-5354 (Miss.)
Missouri, Kansas City 16: C. B. Metz, 920 Cable Rd., BAltimore 1-4788 (Kans., Mo.)
North Carolina, Raleigh: F. G. Speidel, 2323 Campbell St., VAnce 8-5466 (N. C.)
Oklahoma, Tulsa 5: L. V. Brown, 6848 E. 41st St., RIverside 2-2496 (Okla.)
Tennessee, Memphis 6: E. C. Hazard, 1288 Orgill Ave., WHitehall 8-4562 (Ark., Ky., Tenn.)
Texas, Houston 20: R. S. Millikan, 1340 Hahlo St., Phone 6-3712 (Texas)
Virginia, Richmond 30: W. R. Ivey, 2315 Westwood Ave., ELgine 5-7808 (Del., Va., W. Va.)

GENERAL CONTROL CO., 1200 Soldiers Field Rd., Boston 34, Mass.
Georgia, East Point: Paul Hayden & Assoc., P. O. Box 331, POpular 6-0261 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Maryland, Baltimore 4: Leff-Eader Corp., 1844 Edgewood Rd., VAlley 5-1130 (D.C., Md., Va.)
New Jersey, Levittown: Leff-Eader Corp., 11 Peppermint La., TRiangle 7-4040 (Del.)
Ohio, Cleveland 29: Electro Co., 5554 Pearl Rd., TUxedo 6-2404 (W. Va.)
Texas, Dallas 35: P. J Scanlon, 2608 Inwood Rd., FLeetwood 1-9991 (Ark., La., Okla., Texas)

GENERAL CONTROLS CO., 801 Allen Ave., Glendale 1, Calif.
Florida, Maitland: Vincent J. Luby, 2216 Chippawa Trail, MIdway 4-1606 (Fla.)
Georgia, Atlanta 9: Jack L. Brookshire, 1479 Spring St., N.W., Phone 876-4419 (Ala., Ga.)
Georgia, Atlanta 9: George H. Deyo, 1479 Spring St., N.W., Phone 876-4419 (Ala., Ga.)
Georgia, Atlanta 9: M. G. "Marc" de LaRue, Jr., 1479 Spring St., N.W., Phone 876-4419 (Ala., Ga., Tenn.)
North Carolina, Charlotte: William B. Young, Route 3, York Rd., JAckson 3-2576 (N. C., S. C.)
Tennessee, Chattanooga 3: Charles Bartholomew, 871 McCallie Ave., AMhurst 6-7201 (Tenn.)

GENERAL ELECTRIC CO., Ballast Dept., 1430 E. Fairchild St., Danville, Ill.
(See General Electric Co., Industrial Sales)

GENERAL ELECTRIC CO., Circuit Protective Device & Distribution Assemblies Depts., 41 Woodford Ave., Plainville, Conn.
(See General Electric Co., Industrial Sales)

GENERAL ELECTRIC CO., High Voltage Switchgear Dept., 6901 Elmwood Ave., Philadelphia 42, Pa.
(See General Electric Co., Industrial Sales)

GENERAL ELECTRIC CO., Industrial Sales, 1 River Rd., Schenectady 5, N. Y.
Alabama, Birmingham 5: 2151 Highland Ave., FAirfax 2-7683
Alabama, Mobile 13: 704 Government St., HEmlock 2-1672
District of Columbia, Washington 5: 777 14th St., N.W., EXecutive 3-3600
Florida, Jacksonville 6: 1901 Hill St., ELgin 6-8496
Florida, Miami 32: 26 S.E. Second Ave., FRanklin 3-4621
Florida, Tampa 9: 2106 S. Lois Ave., Phone 8-8874
Georgia, Atlanta 9: 1860 Peachtree Rd., N.W., TRinity 6-2451
Georgia, Macon: 682 Cherry St., Phone 3-1232
Georgia, Savannah: 40 East Bay St., ADams 6-4423
Kansas, Wichita 2: 200 E. First St., AMherst 7-4263
Kentucky, Lexington: 628 E. Main St., Phone 4-7032
Kentucky, Louisville 18: 2300 Meadow Dr., JUniper 4-6334
Louisiana, Baton Rouge 6: 3170 Florida Blvd., DIckens 3-7561
Louisiana, Lake Charles: 422 Seventh St., HEmlock 3-3116
Louisiana, New Orleans 12: 837 Gravier St., TUlane 7231
Louisiana, Shreveport: 206 Beck Bldg., Phone 3-8554
Louisiana, West Monroe: 701 N. Seventh St.
Maryland, Baltimore 1: 111 Park Ave., MUlberry 5-6500
Mississippi, Jackson 1: 203 W. Capitol St., Phone 4-2318
Missouri, Joplin: 220½ W. Fourth St., MAyfair 3-3881
Missouri, Kansas City 5: 106 W. Fourteenth St., VIctor 2-9745
Missouri, St. Louis 1: 818 Olive St., GEneva 6-4343
North Carolina, Charlotte 1: 112 S. Tryon St., FRanklin 5-5571
North Carolina, Greensboro: 301-3 S. Elm St., Phone 3-7426
North Carolina, Raleigh: 16 W. Martin St., Phone 4-7353
Oklahoma, Oklahoma City 2: 119 N. Robinson St., REgent 9-2574
Oklahoma, Tulsa 3: 320 S. Boston Ave., LUther 5-8267
South Carolina, Columbia 1: 1310 Lady St., ALpine 6-4278
South Carolina, Greenville: 108 W. Washington St., Phone 2-1584
Tennessee, Chattanooga 2: 832 Georgia Ave., AMherst 6-1221
Tennessee, Kingsport: 322 Commerce St., CIrcle 5-9851
Tennessee, Knoxville 16: 1301 Hannah Ave., N.W., Phone 3-4135
Tennessee, Memphis 4: 19 S. Cleveland St., BRoadway 4-9613
Tennessee, Nashville 3: 1717 W. End Bldg., ALpine 5-2793
Texas, Amarillo: 303 Polk St., DRake 3-3781
Texas, Beaumont: 1385 Calder Ave., TErminal 2-8453
Texas, Dallas 22: 8101 Stemmons Freeway, ME 1-3110
Texas, El Paso: 215 N. Stanton, Phone 3-7553
Texas, Houston 27: 4219 Richmond Ave., MOhawk 7-3301
Texas, Lubbock: 3302 Avenue "A", SHerwood 4-4563
Texas, Midland: 704 S. Johnson St.
Texas, San Antonio 5: 434 S. Main Ave., CApitol 6-8349
Virginia, Richmond 17: 5001 W. Broad St., ATlantic 8-4071
Virginia, Roanoke 16: 920 S. Jefferson St., DIamond 5-7764
West Virginia, Bluefield: 704 Bland St., DAvenport 5-7327
West Virginia, Charleston 28: 306 MacCorkle Ave., S.E., DIckens 6-9421
West Virginia, Fairmont: 310 Jacobs Bldg., Phone 313
West Virginia, Wheeling: 40 Fourteenth St., Phone 108

GENERAL ELECTRIC CO., Insulator Dept., S. Charles & Cromwell Sts., P. O. Box 57, Baltimore 3, Md.
Alabama, Birmingham 9: R. D. Hilley, 1824 29th Ave., S., Rm. 211-A, TRemont 1-6431 (Ala., La., Miss.)
Georgia, Atlanta 2: H. M. Carmichael, P. O. Box 4927, Phone 688-1072 (Fla., Ga.)
Maryland, Baltimore 3: A. H. Burnham, P. O. Box 57, PL 2-8020 (Del., D.C., Md.)
Missouri, Kansas City 11: L. M. Brock, Rm. 400, Forty-Ten Bldg., 4010 Washington, PLaza 3-7788 (Kans., W. Mo.)
Missouri, St. Louis 24: C. R. Bremhorst, 9216 Clayton Rd., Rm. 111, WY 3-2311 (Ark., E. Mo.)
North Carolina, Charlotte 1: C. Forsyth, 700 Tuckaseegee Rd., P. O. Box 16583, FRanklin 6-5784 (Ky., N. C., S. C., Tenn., Va.)
Pennsylvania, Pittsburgh 28: D. P. Lacock, 733 Washington Rd., Suite 313, LEhigh 1-7343 (W. Va.)
Texas, Dallas 22: J. W. Taulman, Jr., 8101 Stemmons Freeway, P. O. Box 5821, FLeetwood 2-7785 (Okla., Texas)

GENERAL ELECTRIC CO., Large Lamp Dept., Nela Park, Cleveland 12, Ohio
Florida, Tampa 5: D. J. Faulkner, 815 N. 26th St., Phone 4-1171 (Fla.)
Georgia, Atlanta 5: L. J. Campbell, 361 E. Paces Ferry Rd., N.E., CEdar 3-5418 (Ala., Ga.)
Louisiana, New Orleans 21: H. W. Bourgeois, 4800 River Rd., VErnon 5-6421 (Ala., La., Miss.)
Missouri, St. Louis 32: R. J. Schulte, 1530 Fairview Ave., HArrison 9-6930 (Mo.)
North Carolina, Charlotte 1: H. J. Chanon, 1001 Tuckaseegee Rd., FRanklin 6-6585 (N. C., S. C.)
Tennessee, Memphis 7: G. E. Brown, 1179 Morehead St., JAckson 3-1441 (Ark., Tenn.)
Texas, Dallas 35: R. L. Oetting, 6500 Cedar Springs Rd., FLeetwood 1-3725 (La., Okla., Texas)
Virginia, Richmond 30: R. E. Crockett, 1004 N. Thompson St., ELgin 8-2385 (Va.)

GENERAL ELECTRIC CO., Low Voltage Switchgear Dept., 6901 Elmwood Ave., Philadelphia 42, Pa.
(See General Electric Co., Industrial Sales)

GENERAL ELECTRIC CO., Medium Voltage Switchgear Dept., 6901 Elmwood Ave., Philadelphia 42, Pa.
(See General Electric Co., Industrial Sales)

GENERAL ELECTRIC CO., Outdoor Lighting Dept., Hendersonville, N. C.
(See General Electric Co., Industrial Sales)

GENERAL ELECTRIC CO., Wire & Cable, 1285 Boston Ave., Bridgeport 2, Conn.
Alabama, Birmingham 9: H. E. Metheny, 1909 Courtney Dr., TRemont 1-2169 (Ala., Tenn.)
Florida, Miami: E. E. Sheldon, 814 S.W. 27th Ave., NEwton 5-1361 (Fla.)
Georgia, Atlanta 3: L. N. Sylvester, 301 Red Rock Bldg., JAckson 5-7731 (Ala., Ga.)
Kansas, Mission: I. L. Boe, 5516 Johnson Dr., HEdrick 2-9600 (Kans., Mo.)
Kentucky, Louisville 7: W. Pfaltzgraff, 3620 Lexington Rd., TWinbrook 6-4305 (Ky.)
Louisiana, New Orleans 25: W. C. Cram, 4833 Conti St., HUnter 8-6684 (Ala., La., Miss.)
Maryland, Baltimore 1: J. E. Dickerson, 111 Park Ave., MUlberry 5-6500 (D.C., Md.)
Missouri, St. Louis 8: W. J. LeMoyne, 3928 Lindell Blvd., JEfferson 5-3845 (Mo.)
North Carolina, Charlotte: J. T. O'Donnell, 1300 Berryhill, EXpress 9-8371 (N. C., S. C.)
Ohio, Cincinnati 6: J. H. Cutter, 1421 E. McMillan St., PLaza 1-3130 (Ky.)
Ohio, Cincinnati 6: L. L. Young, 1421 E. McMillan St., PLaza 1-3130 (W. Va.)
Pennsylvania, Philadelphia 24: C. B. Hawkins, 4311 North "G" St., CUberland 9-6310 (Del.)
Pennsylvania, Philadelphia 24: C. E. Mindnich, 4311 North "G" St., CUmberland 9-6310 (Del., D.C., Va.)
Pennsylvania, Pittsburgh 34: J. F. Fitzgerald, 250 Mt. Lebanon Blvd., LOcust 3-5717 (W. Va.)
Tennessee, Memphis 3: E. K. Stieglitz, 778 Madison Ave., JAckson 7-3275 (Ark., Tenn.)
Texas, Dallas 22: M. F. Larmer, 8101 Stemmons Expressway, FLeetwood 7-6631 (Texas)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Texas, Houston 20: J. Peevey, 5718 Armour Dr., WAlnut 8-5491 (Texas)
Texas, Houston 20: L. C. Schaefer, 5718 Armour Dr., WAlnut 8-5491 (Texas)
Virginia, Richmond: A. P. Leverty, 2301-B Central National Bank Bldg., 3rd & Broad St., Milton 4-3678 (N. C., Va.)
Virginia, Richmond: H. D. Wolfe, 2301-B Central National Bank Bldg., 3rd. & Broad St., Milton 4-3678 (N.C., Va.)

GENERAL ELECTRIC CO., Wiring Device Dept., 95 Hathaway St., Providence 7, R. I.
Florida, Delray Beach: Robert S. Borst, 14 S.W. Angler Dr., CR 8-2144 (Fla.)
Georgia, Atlanta 3: Henry W. D. Short, 301 Red Rock Bldg., JAckson 5-7731 (N. Ala., Ga.,
Louisiana, New Orleans 19: B. A. Schoen, 4833 Conti St., P. O. Box 19201, HUnter 8-6684 (S. Ala., La., S. Miss.)
North Carolina, Charlotte 1: Charles B. Davidson, Jr., 1300 Berryhill Rd., P. O. Box 1748, EXpress 9-8371 (Ala., Ark., Fla., Ga., La., Miss., N. C., Okla., S. C., Tenn., Texas, Va.)
North Carolina, Charlotte 1: George V. Sheppard, Jr., 1300 Berryhill Rd., P. O. Box 1748, EXpress 9-8371 (N. C., S. C., Va.)
Tennessee, Nashville 4: Robert L. Andress, 1805 Hayes St., CHapel 2-0374 (Ark., N. Miss., Tenn.)
Texas, Dallas 22: Charles A. Volger, 8101 Stemmons Freeway, P. O. Box 5821, FLeetwood 7-6631 (N. Texas)
Texas, Houston 20: Nils H. Price, 5718 Armor Dr., P. O. Box 2177, WAlnut 8-5491 (S. Texas)
Texas, Lubbock: Richard H. Clarke III, 3105-A, 33rd St., SHerwood 4-9600 (Okla., W. Texas)

GENERAL LIGHTING CO., INC., 248 McKibbin St., Brooklyn 6, N. Y.
Florida, Jacksonville 17: Bob Ford, 2204 Poinciana Ave. (N. Fla.)
Florida, South Miami: James Forrester, 6721 S.W. 68th Ter. (S. Fla.)
Florida, Tampa: George N. Jack, 1501 2nd Ave., P. O. Box 2126 (Fla.)
Georgia, Atlanta: Kennon & Johnson, 7 Camden Rd., N.E. (Ala., Ga.)
Kansas, Prairie Village: Harry Walker, 7410 Mission Rd., Box 9211 (Kans., Nebr., Iowa, W. Mo.)
Louisiana, New Orleans 24: Bill Frank, 5920 Vicksburg St. (La., Miss.)
Mississippi, Jackson: Fellmer Bean, 4635 Old Canton Rd. (Miss.)
Missouri, St. Louis 17: F. A. Duenwald, 2652 Bremerton Rd. (Mo.)
Missouri, St. Louis 17: Jim Hisserich, 2001 Big Bend Blvd. (Ark., S. Ill., E. Mo.)
Ohio, Columbus 15: Glen P. Stearns, 161 Neilston (Ky., W. Va.)
Oklahoma, Oklahoma City: H. L. Spears, 3237 N.W. 66th St. (Okla.)
South Carolina, Columbia: James B. Richardson, 517 Wando St., Box 5092 (S. C.)
Tennessee, Memphis: Jim Clary, 62 Flicker (W. Tenn.)
Tennessee, Memphis: R & N Sales, 1050 Richland (E. Tenn.)
Texas, Dallas 20: Harry Miller Co., 3931 W. Williamsburg Rd. (Okla., Texas)
Texas, Houston 36: Garland Burgess, 6625 Sandstone (S. Texas)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3394 Cedar Grove Rd. (N. C., Va.)

GENERAL METALS, INC., 858 Goldsboro St., P. O. Box 448, Greensboro, N. C.
Florida, Miami 37: John S. McWhorter, Inc., 49 N.E. 22nd St., FR 9-8122 (Fla.)
Georgia, Atlanta: Hopper & McCoy, P. O. Box 2527, Sta. D, TRinity 2-5803 (Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans: Gregory-Salisbury & Co., 820 Julia St., TU 5207 (Ark., La., Miss., Tenn.)
Mississippi, Jackson: Gregory-Salisbury & Co., P. O. Box 9751, EMerson 2-1671 (Ark., La., Miss., Tenn.)
Missouri, St. Louis 3: Wood & Anderson Co., 2914-16 Washington Ave., OLive 2-1669 (Kans., Okla.)
North Carolina, Greensboro: Barber-Ayers & Assoc., 809 Goldsboro St., BRoadway 3-9108 (N. C., S. C., Va.)
Ohio, Columbus 15: Glen P. Stearns Co., 161 Neilston St., CApital 4-6800 (Ky., W. Va.)
Texas, Houston 3: Glidden Engineering & Equipment Co., 3802 Winchester, CApitol 4-6471 (Texas)

GENERAL METERS, INC., P. O. Box 1701, Station W, Grand Junction, Colo.
Missouri, Kansas City: Automatic General Electronic Sales, 6550-B Troost Ave., DE 3-8206 (Ark., Kans., Ky., La., Mo., Okla., Texas)
New Jersey, Englewood: Joseph L. Heller Associates, 172 Walker La., LO 7-5858 (Del., D.C., Md.)
North Carolina, Winston-Salem: The Candor Co., 2080 Beach St., PA 2-1432 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
Ohio, Cleveland 15: Scott & Steffen, Inc., 1836 Euclid Ave., TO 1-2626 (W. Va.)

GENERAL SWITCH CO., Sub. of Crescent Petroleum, 45 Roebling St., Brooklyn 11, N. Y.
Florida, Tampa 5: Graham P. Dowling, 2101 2nd Ave., Phone 4-5749 (Fla.)
Georgia, Atlanta 3: William F. Bishop, 691 W. Whitehall St., S.W., JAckson 4-8468 (Ala., Ga., Miss.)
Kentucky, Louisville 5: Richard A. Esterle, 3041 Rosedale Blvd., GLendale 4-0121 (Ky.)
Louisiana, New Orleans: Jack A. Clark, 1919 Julia St. (La., Miss.)
Missouri, Kansas City 8: J. D. Burns Co., 1521 McGeest, HArrison 1-0288 (Kans., Mo.)
Missouri, St. Louis 9: Ralph Drenkhahn Co., 5932 Nagel St., CH 1-4350 (Mo.)
North Carolina, Charlotte 9: W. H. Lassiter, 822 Moretz St., FRanklin 5-5031 (N. C., S. C.)
Oklahoma, Tulsa 10: Robert Nott Co., 2532 E. Admiral Blvd., WEbster 9-0535 (Okla.)
Pennsylvania, Philadelphia 6: William B. Bleiman & Sons, 252 N. 3rd St., MArket 7-0157 (Md.)
Tennessee, Nashville 3: Matthews Agency, 714 Allison St., CHapel 2-7711 (Tenn.)
Texas, Houston: Arling D. Smith Co., 3016 Polk Ave., CApitol 8-1691 (Texas)
Virginia, Richmond 15: W. Ed Epperson, 1103 E. Main St., Milton 3-2126 (Va.)

P. D. GEORGE CO., 5200 North 2nd St., St. Louis 7, Mo.
Georgia, Chamblee: Insulation & Wires Inc., 6030 Peachtree Rd., Phone 451-1611
Kansas, Kansas City: George Fossell, 10337 Woodson Dr., NI 8-3417 (Ark., Kans., Mo., Okla.)
Missouri, St. Louis 7: Richard J. George, 5200 N. 2nd St., MAin 1-5700
Missouri, St. Louis 7: Insulation & Wires Inc., 10725 Baur Blvd., WYdown 1-2600 (Ark., Kans., Mo., Okla.)
Missouri, St. Louis 32: Dee James, 10725 Baur Blvd., WY 1-2600 (Mo.)
Missouri, St. Louis 32: Bob McNamara, 10725 Baur Blvd., WY 1-2600 (Mo.)
North Carolina, Charlotte 9: Don Darrell, 5326 Wedgewood Dr., JA 3-4153 (Ky., N. C., S. C.)
Tennessee, Memphis 17: Jerry Rose, 1627 Marcia Rd., MU 2-5196 (Ala., Tenn.)
Texas, Fort Worth 18: John McDaniels, 4212 Vance Rd., ATlas 4-7652 (Texas)
Texas, Houston 3: Marvin Cole, 2222 Leeland Ave., CA 7-6358 (La., Texas)
Texas, Houston 3: Insulation & Wires, Inc., 2222 Leeland Ave., CA 7-6358 (La., Texas)

GEORGIAN LIGHTING STUDIOS, INC., 22 W. 19th St., New York 11, N. Y.
Georgia, Atlanta: Frank M. Massey, Space 602, Atlanta Mdse. Mart, Phone 688-4888 (Ala., Fla., Ga.)
Illinois, Skokie: Seymour Dulin, 8822 Forest View, OR 5-8136 (Kans., Mo.)
Maryland, Baltimore 11: William H. Baker, 8139 Roland Ave., CH 3-5636 (Del., D.C., Md., Va.)
North Carolina, High Point: Dan Humes, Space 251, Southern Furn. Expos. Bldg. (N. C., S. C., Tenn.)
Ohio, Canton: Phil Zink Assoc., 6529 Fulton Rd., TE 3-8762 (Ky., W. Va.)
Texas, Dallas: W. Q. Smith, Space 1012, Dallas Trade Mart, RI 7-1028 (Ark., La., Miss., Okla., Texas)

GERINGER & SONS MFG. CORP., Peekskill, N. Y.
Florida, Miami 32: David Hess, 623 Brickell Ave., FRanklin 1-2297 (Fla.)
Georgia, Atlanta: C. H. Nichols, 1277 Sells Ave., S.W. (Ala., Ga., Tenn.)
Georgia, Atlanta 5: Sandy Winston, 745A Button Rd., N.E., JErome 6-1053 (N. C., S. C.)
Kentucky, Louisville 5: Ralph V. Brown, P. O. Box 5097 (Ky.)
Louisiana, New Orleans 23: James H. Roan, P. O. Box 23083, Phone 721-0221 (La., Miss.)
Missouri, St. Louis 37: A. C. Villagran, 1337 Norchester Dr. (Kans., Mo.)
Ohio, Toledo 9: Stanley J. Brown, 1119 Broadway, CHerry 6-1752 (W. Va.)
Pennsylvania, Philadelphia: Dan Goodman, 651 Mayfair St., JEfferson 5-2441 (Del., D.C., Md.)
Texas, Dallas 19: Irene B. Dean, 4721 Bowser Ave., Apt. 26 (Ark., Okla., Texas)
Virginia, Martinsville: Ted Hamre, 706 Spruce St., ME 2-5300 (Va.)

GERWIN INDUSTRIES, INC., 214 Spring St., Michigan City, Ind.
Georgia, Atlanta: D. A. Ahlstrand, 1271 N. Morningside Dr., TRinity 6-2633 (Ala., Fla., Ga., N. C., S. C.)
Missouri, Kansas City: Western Engrg. Co., 4000 Woodland, WAbash 4-8272 (Kans., Mo.)
Ohio, Cleveland: Great Lakes Sales Co., 1740 E. 12th St., TOwer 1-5330 (Ky., W. Va.)
Tennessee, Union City: K-T Distributors, E. Main St. at G M & O R. R., TU 5-1460 (Ky., Tenn.)

GIBSON MFG. CO., 1919 Piedmont Cir., N.E., Atlanta 9, Ga.
Alabama, Roanoke: Ben Cole, P. O. Box 381, Phone 8902 (Ala., N.W. Fla.)
Florida, Fort Lauderdale: Qualmann & Pula, 2400 N.E. 26th Ave., LO 4-5129 (Fla.)
Georgia, Atlanta 3: Bert L. Trapani, 811 Bona Allen Bldg., MU 8-3111 (Ga., E. Tenn.)
Louisiana, New Orleans 10: Stephen M. Redmann, P. O. Box 1325, HU 6-5421 (La., S. Miss.)
Missouri, Kansas City: Harry C. Devine III, 115 W. 17th St., VA 1-3699 (Kans., W. Mo.)
Missouri, St. Louis 5: Arnold Haumesser, 6625 Delmar St., PA 7-7144 (E. Mo.)
North Carolina, Ashville: Spec Granger, 33 Clarendon Rd., AL 2-2493 (W. N. C., S. C.)
North Carolina, Raleigh: William Crenshaw, P. O. Box 6041, TE 3-8941 (N. C.)
Ohio, Cincinnati 39: E. J. Redmond, P. O. Box 51, JA 1-8098 (Ky.)
Pennsylvania, Broomall: Harry Wolf, Jr., 125 Harmil Rd., EL 6-6165 (Del.)
Pennsylvania, Pittsburgh 12: H. W. Groetzinger, 410 E. General Robinson St., AL 1-6280 (W. Va.)
Tennessee, Memphis: E. E. Torkell, 693 N. Third St., JA 3-1123 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 5: Guy Kirkpatrick, 3620 Maplewood, LA 6-8089 (N. Texas)
Texas, Houston 27: John O. Bell, Jr., 3815 Richmond Ave., MO 7-9644 (S. Texas)
Virginia, Norfolk 8: Harry A. Williamson, 4807 Colley Ave., MA 2-5949 (Va.)

A. C. GILBERT CO., P. O. Box 1610, New Haven 6, Conn.

GILBERT MFG. CO., INC., 24-20 46th St., Long Island City 3, N. Y. (See advertisement on page 92)
(Request inquiries sent to address given)

GILL GLASS & FIXTURE CO., Amber & Tioga Sts., Philadelphia, Pa.

GILLINDER BROTHERS, INC., Erie & Liberty Sts., Port Jervis, N. Y.

GILSON BROTHERS CO., Utility Equipment Div., Plymouth, Wis.

GLOBE CO., 4000 S. Princeton Ave., Chicago 9, Ill. (See advertisement on page 99)
Alabama, Birmingham 3: Gene Johnson Co., 2115 First Ave., S., FAirfax 4-1960 (Ala.)
Florida, Riverview: Bill Crichton & Assoc., TAmpa 40-3051 (Fla.)
Georgia, Atlanta 5: E. W. Klein & Co., 3227 Cains Hill Pl., N.W., Phone 237-7509 (Ga., S. C.)
Kansas, Kansas City 10: Metal Materials Co., 727 Kansas Ave., ATwater 1-6770 (Kans., Mo.)
Kansas, Wichita: D & O Products Co., 211 Minneapolis, HO 4-2161 (Kans.)
Louisiana, Baton Rouge: Moore Instrument Co., 4348 Scenic Hwy., Phone 355-3379 (La., Miss.)

Missouri, St. Louis 24: Thomas Inc., 8135 Forsyth Blvd., PArkview 1-5288 (Mo.)
Ohio, Cincinnati 14: Oral T. Carter & Assoc., Inc., 1501 Freeman Ave., CHerry 1-5705 (Ky.)
Oklahoma, Tulsa: Stewart Trainor Products Co., 1341 S. Boston, LUther 3-4780 (Ark., (Okla.)
Pennsylvania, Pittsburgh 5: Clayton & Co., Berry at Windgap Rd., WA 2-3399 (W. Va.)
Pennsylvania, Yeadon: J. A. Hunt Co., East End Baily Rd., MAdison 2-0340 (Del., D.C., Md.)
Tennessee, Knoxville 17: Southeastern Inc., 917 Cooper St., Phone 4-4235 (E. Tenn.)
Tennessee, Memphis 6: Ransom-Roderick, Inc., 883 S. 3rd St., WHitehall 8-3301 (Ark., Miss., W. Tenn.)
Texas, Dallas 26: Kemp Engrg. Co., 2618 Manana Dr., RIverside 8-9004 (Texas)
Virginia, Richmond: Hardwicke Pipe & Supply Co., 2010 Chamberlayne Ave., EL 3-5515 (Va.)

GLOBE ELECTRONICS, Div. Textron Electronics, Inc., 400 S. Wyman, Rockford, Ill.

GLOBE LIGHTING PRODUCTS, INC., 1710 Flushing Ave., Brooklyn 37, N. Y.
Florida, Miami: Jay Mellow, 9501 S.W. 73rd Ave., MOhawk 6-4837 (Fla.)
Georgia, Atlanta: Larry Strack, 85 Wyndham Dr., N.W., BL 5-3741 (Ala., Ga., Tenn.)
Illinois, Barrington: Bruce Corbett, 121 Miller Rd., DUnkirk 1-1517 (Ky., W. Va.)
Louisiana, New Orleans: William Faust, Rm. 602, 833 Howard Ave., JA 2-5791 (Ala., La., Miss.)
Missouri, St. Louis 24: James F. Busch, 375 N. Price Rd., WY 1-0389 (Ark., Kans., Mo.)
North Carolina, Charlotte 9: Glenn Schnupper, 5625 Carmel Rd., EMerson 6-1528 (N. C., S. C.)
Pennsylvania, Radnor: Robert Dower, 276 Upper Gulph Rd., MUrray 8-6199 (Del., D. C., Md., Va., W. Va.)
Texas, Dallas 5: Guy Kirkpatrick, 3620 Maplewood, LAkeside 6-8089 (Okla., Texas)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd., BRidge 2-3449 (Va., W. Va.)

GOLDE MFG. CO., 4888 N. Clark St., Chicago 40, Ill.

GOTHAM LIGHTING CORP., 37-01 31st St., Long Island City 1, N. Y.
Florida, Fort Lauderdale: Thomas A. Marshall & Assoc., P. O. Box 4616, Sunrise Sta., LO 6-5723 (Fla.)
Georgia, Atlanta: Perry G. Sessoms, Jr., 152 Nassau St., N.W., JAckson 4-7517 (Ala., Ga., E. Tenn.)
Louisiana, New Orleans: Jim Laubersheimer & Assoc., P. O. Box 1323, Phone 822-1918 (La., Miss.)
Maryland, Silver Spring: N. George Maloomian, 10901 Jarboe Ave., Burnt Mills Hills, HEmlock 4-7900 (D.C., Md.)
Missouri, Clayton 5: J. A. Noser Co., 405 Carrswold Dr., PArkview 7-0974 (Ark., E. Mo., W. Tenn.)
Missouri, Kansas City 5: Ewert Sales Engrg. Co., 1415 Pennsylvania Ave., VIctor 2-1918 (Kans., W. Mo.)
North Carolina, Charlotte: B. B. Owens & Assoc., 301 W. 10th St., Apt. 1, EDison 2-6442 (N. C., S. C., Va.)
Ohio, Columbus 12: Bush-Springer & Assoc., 1286 W. Lane Ave., HUdson 8-6343 (Ky.)
Oklahoma, Oklahoma City: Perkins Brothers Sales Co., 1411 Classen Blvd., JA 4-7535 (Okla.)
Pennsylvania, Clairton: Norman E. Nuss, 10 E. Foster St., Route 2, BElmont 3-8460 (W. Va.)
Pennsylvania, Drexel Hill: Webb Shively, 929 Harper Ave., SUnset 9-6545 (Del.)
Texas, Bellaire: William K. Carney, P. O. Box 3145, Brae Burn Sta., JAckson 8-0601 (S. Texas)
Texas, Dallas 14: Charles E. Robinson, Jr., Lakewood Sta., P. O. Box 9715, TAylor 3-3531 (N. Texas)

GOULD NATIONAL BATTERIES, INC., 467 Calhoun St., Trenton 7, N. J.

GRAMER - HALLDORSON TRANSFORMER CORP., 2734 N Pulaski Rd., Chicago, Ill.

GRAYCO PRODUCTS, 3820 N. Kedzie Ave., Chicago 18, Ill.

GREAT NORTHERN MFG. CORP., 1056 N. Wood St., Chicago 22, Ill.

GREAT WESTERN FUSE DIV., El-Tronics, Inc., P. O. Box 727, Jamestown, N. Y.
District of Columbia, Washington: Andrew Baxter, 709 Albee Bldg., REpublic 7-2121 (D. C.)
Kentucky, Louisville: J. Louis Wehying, 1914 Rutherford Ave., GL 2-9971 (Ky.)
Pennsylvania, Pittsburgh 21: Detch Electric Co., 2133 Chalfant St. (W. Va.)
Tennessee, Memphis: Hal Beard, 173 S. Cooper St., BR 4-1744 (Ark., Miss., Tenn.)
Texas, Dallas: Peabody Brothers, 2903 St. Louis at Oakland, RIverside 7-4801 (Okla., Texas)
Virginia, Richmond 15: W. J. Epperson, 1103 E. Main St. (Va.)

GREENLEE TOOL CO., 2136 12th St., Rockford, Ill.
Florida, Jacksonville: Frank DeBartola, 8415 Brookmont Ave., S., RAymond 5-3687 (Fla., Ga., S. C.)
Louisiana, Metairie: Bill Farley, 5908 Loraine, VErnon 3-6844 (Ala., Ark., La., Miss.)
Michigan, Livonia: George Sheatz, 29549 Oakley, GArfield 8-0598 (Ky., Tenn.)
Missouri, Arnold: Jim McMorris, Route 2, Box 266, ATwood 7-2637 (Kans., Mo.)
New York, Jamaica 35: Greenlee Tool Co., 140-40 Queens Blvd., JAmaica 6-4710 (Del., D.C., Md.)
North Carolina, Greensboro: Russell Larson, 517 Wicker St., CYpress 9-1866 (N. C., Va., W. Va.)
Texas, Dallas 32: Mike Geddes, 1819 Sedona La., FEderal 7-1698 (Okla., Texas)

GREENWAY REFLECTORS MFG. CO., 3333 N. 22nd St., Philadelphia, Pa.

GRIMES MFG. CO., 515 N. Russell St., Urbana, Ohio

GRIP-TITE CO., Box 111, Winterset, Iowa

GROSS CHANDELIER CO., 2036 Delmar Blvd., St. Louis 3, Mo.

GRUBER BROTHERS, INC., 90 S. First St., Brooklyn 11, N. Y.

GUARDIAN ELECTRIC MFG. CO., 1621 W. Walnut St., Chicago 12, Ill.

GUARDIAN LIGHT CO., 500 North Blvd., Oak Park, Ill.
District of Columbia, Washington 1: George Baldwin, 1108 9th St., N.W., ADams 2-3397 (Del., D.C., Md., Va.)
Georgia, Atlanta 13: Emil Georg & Co., 541 Bishop St., N.W., TRinity 6-6733 (Ala., Fla., Ga., Ky., S. C.)
Kansas, Shawnee-Mission: Norman Pattee, P. O. Box 9217, MI 9-1899 (Kans.)
Louisiana, Gretna: Rittiner Equip. Co., 2200 Hancock St., TUlane 5586 (La.)
Missouri, St. Louis: R. J. Symonds & Assoc., 3952 Clayton Ave., JEfferson 5-9107 (Ark., Mo.)
North Carolina, Charlotte 5: Harold H. Bothwell, 3933 Miriam Dr. (N. C.)
Oklahoma, Tulsa 10: Robert Nott, 2532 E. Admiral Blvd., WEbster 9-0535 (Okla.)
Tennessee, Memphis 1: Cruzen Oil Equip. Co., 309 Jefferson Ave., JAckson 7-8446 (Miss., Tenn.)
Texas, Houston 3: G & L Sales Co., P. O. Box 1245, CApital 5-0251 (Texas)

EDWIN F. GUTH CO., 2615 Washington Blvd., Box 7079, St. Louis 77, Mo.
Alabama, Birmingham 16: Roger Frank, P. O. Box 20172, 2504 Fleetway Dr., VAlley 2-0154 (Ala., Fla., Tenn.)
California, LaJolla: John A. Ware, Sr., 1360 Rhoda Dr., P. O. Box 1577, GLencourt 4-7284 (Texas)
Florida, Jacksonville: Lester J. Hartman, 4911 Apache Ave., EV 8-2841 (Fla.)
Louisiana, New Orleans 23: E. P. Jones, Jr., 374 Sauve Rd., Phone 729-7927 (La., Miss.)
Maryland, Baltimore 18: Douty & Downie, 2323 Maryland Ave., TU 9-3470 (Del., D.C., Md., Va.)
Missouri, Clayton 5: Chassaing Lighting, Inc., 7601 Forsyth, PA 5-4063 (Ky., Mo.)
Missouri, Independence: Roger Bessmer, 3304 Norton, CL 2-9148 (Kans., Mo.)
North Carolina, Charlotte 9: E. N. Maddox, 4308 Waterbury Dr., JA 3-2829 (N. C., S. C.)
Ohio, Cincinnati 13: Fred B. MacRae, 6503 Tyne Ave., RE 1-6425 (Ky., W. Va.)
Oklahoma, Tulsa: M. E. Hamilton, 4057 E. 26th St., WEbster 6-9783 (Ark., Okla.)
Pennsylvania, Pittsburgh 6: Vic E. Hendrickson, 5533 Beverly Pl., MO 1-1612 (W. Va.)
Tennessee, Memphis 6: Ransom-Roderick & Co., 883 S. 3rd St., P. O. Box 10335, WHitehall 8-3301 (Miss., Tenn.)
Texas, Dallas 14: Eugene C. Woodall, 6335 Marquita Ave., TA 6-2969 (Ark., La., Okla., Texas)
Texas, Houston 2: Walter L. Clinton, 3735 Underwood St., P. O. Box 2964, MO 4-0644 (Texas)

H

H & L MFG. CO., 164 Duane St., New York, N. Y.

HD ELECTRIC CO., 760 Osterman Ave., Deerfield, Ill.
Alabama, Birmingham: The Gearhart Co., 512 N. 18th, ALpine 2-7419 (Ala., Ga., N. C., S. C.)
Arizona, Phoenix: J. E. Redwood Supply Co., 625 W. Madison St., ALpine 4-8471
Arkansas, Little Rock: J. D. Williams, 203 E. Markham St., Phone 4-2201 (Ark.)
Florida, Jacksonville: Ward Engrg. Co., 2727 Phyllis St. (Fla.)
Florida, Orlando: Ward Engrg. Co., 1015 W. Central Ave., GArden 2-4295 (Fla.)
Louisiana, New Orleans: Dupont Wachter & Co., 609 Tchoupitoulas, JA 5-1744 (La.)
Texas, Dallas: J. E. Rogers, 102 Thomas Bldg., RIverside 2-3975 (Texas)

R. G. HALEY & CO., INC., 767 Spitzer Bldg., Toledo 4, Ohio

HALLINE UTILITY EQUIPMENT, 5525 S.E. 28th Ave., Portland 2, Ore.
Alabama, Birmingham: Altec, Inc., 1730 Vanderbilt Rd. (Ala., Ga., La., Miss., Tenn.)
Florida, Hialeah: Cecil & Bruce Truck Equipment Co., 4198 11th Ave. (Fla.)
Florida, Lakeland: Lakeland Truck Equipment, Inc., E. Main at Burbank Ave. (Fla.)
Illinois, Des Plaines: Illinois Fwd. Co., 6116 N. River Rd. (W. Ky.)
Missouri, Kansas City: National Truck Equipment, 1609 Crystal Ave. (Mo.)
New Jersey, Irvington: Peter Wendel & Son, 464 Colt St. (Del., Md.)
North Carolina, Wilson: Murphy Body Distributors, P. O. Box 1409 (N. C., S. C.)
Ohio, Cleveland: Transport Products, 3815 Clark St. (E. Ky., W. Va.)
Oklahoma, Oklahoma City: Utility Equip. Co., P. O. Box 9507 (Ark., Kans., Okla., Texas)
Virginia, Richmond: Baker Equipment Engrg. Co., Summit & Norfolk Sts. (D.C., Va., W. Va.)

HALO LIGHTING PRODUCTS, INC., 4201 W. Grand Ave., Chicago 51, Ill.
Alabama, Birmingham 9: W. J. Broughton Co., 303 Hampton Dr., TR 1-3291 (Ala.)
Arkansas, Little Rock: Mid-South Assoc., P. O. Box 328, SKyline 3-5770 (Ark.)
Florida, Miami: Meyer Sales Service, Inc., 2726 W. Flagler St., HI 3-9418 (Fla.)
Georgia, Atlanta: D. C. Muir, 531 Western Ave., MUrray 8-8853 (Ga.)
Louisiana, New Orleans: Colcock-Strickland, 609 Audubon Bldg., Phone 524-5531 (La.)
Maryland, Baltimore 12: Edward Bruce Parrott, 5002 Lock Haven Blvd., ID 3-9190 (Md.)
Mississippi, Jackson: Colcock-Strickland Co., 152 Chippewa Cir., EMerson 6-6195 (Miss.)
Missouri, Kansas City: A. P. Rosenstock & Son, 401 E. 72nd Ter., JA 3-7939 (Kans., Mo.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Missouri, St. Louis 10: J. J. Rhoades Co., 5627 Manchester Ave., Mission 7-4344 (Mo.)
North Carolina, Charlotte: Robert A. Pierce, 4221 Wendover La., Box 6043, EMerson 6-3290 (N. C., S. C.)
Oklahoma, Oklahoma City: Bob Gee, 5801 N. Billen (Okla.)
Texas, Dallas 24: D. T. Person, 3022 Shadow Wood Dr., FR 1-9920 (Texas)
Texas, Houston 17: John Morgan, 3815 Richmond Ave., MO 6-1311 (Texas)
Virginia, Richmond: George E. Schraudt, Jr., 202 E. Cary St., MIlton 8-0520 (Va.)

HALRICK, INC., A Div. of Thermway Industries, Inc., 60 E. 42nd St., New York 17, N. Y.
Georgia, Hahira: Martin T. Dyke, Box 398, Phone 94 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)

HAMILTON MFG. CO., Hamco Div., 510 First Ave., West Haven, Conn.

HAMPDEN ENGINEERING CORP., 99 Shaker Rd., East Longmeadow, Mass.
District of Columbia, Washington 7: Arnold A. Korab & Assoc., 3308 M St., N.W., FEderal 3-8234 (D.C., Md., N. Va.)
Florida, Orlando: Walter H. Niemann, P. O. Box 13084, GArden 5-0751 (Ala., Fla., Ga.)
Mississippi, Jackson 6: Colcock-Strickland & Co., 152 Chippewa Cir. (Miss.)
Missouri, Prairie Village 15: S. E. Bunn Co., P. O. Box 8871 (Phone Kansas City, Mo., MItchell 9-8410) (Kans., W. Mo.)
Missouri, St. Louis 5: Mayo Equip. Co., 7601 Forsythe Blvd., PArkview 1-6630 (E. Mo.)
North Carolina, Raleigh: Glenco Distributors of North Carolina, 3017 Hillsboro St., P. O. Box 9213, TEmple 4-6136 (N. C.)
Ohio, Cincinnati 2: Stout Electrical Sales Co., 338 W. Fourth St., DUnbar 1-2744 (Ky., Tenn.)
Pennsylvania, Philadelphia 3: Maris Equip. Co., 2013 Locust St., LOcust 7-3331 (Del.)
Pennsylvania, Pittsburgh 1: Tydings Electronics, 3337 Penn Ave., MUseum 2-4888 (W. Va.)
South Carolina, Greenville: Frontier Electronics, Inc., P. O. Box 625, CEdar 5-0177 (S. C.)
Texas, Dallas 6: Southwest States Sales & Engrg., 5606 Anita St., TAylor 3-3416 (Ark., N. La., Okla., N. Texas)
Texas, Houston 4: D. S. Mayo Co., 4005 Labranch, JAckson 3-5089 (S. Texas)
Virginia, London Bridge: M & S Sales Co., Inc., 59 N. Alanton Dr., HU 8-3041 (E. Va.)
Virginia, Richmond 29: Allied Sales Engineers, P. O. Box 4571, ELgin 9-5147 (Va.)
Virginia, Roanoke: Leslie E. Bowers, 3313 Mud Lick Rd., S.W., DIamond 3-2357 (W. Va.)

HANOVIA LAMP DIV., Engelhard Industries, Inc., 100 Chestnut St., Newark 5, N. J.

HAPCO DIV., Hubbard & Co., 6301 Butler St., Pittsburgh 1, Pa.
Florida, Jacksonville 3: L. J. Hartman, Hartman & Assoc., 1641 Landon Ave. (Fla.)
Florida, Miami 35: Leslie J. Klotz, Jr., Hartman & Assoc., 3501 N.W. 9th St., NEwton 4-1979 (Fla.)
Florida, St. Petersburg 7: Howard D. Booth, 6607 Blue Heron Dr., S. (Fla.)
Florida, Tampa 3: Rufus Carpenter, Hartman & Assoc., 3407 W. Ellicott St., REdwood 7-1414 (Fla.)
Georgia, Atlanta: J. H. Awtry, 4790 Harris Trail, N.W., BL 5-4139 (Ala., Ga., Tenn.)
Georgia, Atlanta 3: M. E. Harrison, Hubbard & Co., 333 Candler Bldg., JAckson 4-5016 (Ga., S.C.)
Georgia, Atlanta 3: George C. Wright, Hubbard & Co., 333 Candler Bldg., JAckson 4-5016 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
North Carolina, Raleigh: E. S. Norwood, 1026 Nichols Dr., TE 4-5702 (N. C., S. C., Va.)

HARNISCHFEGER CORP., 4226 W. National Ave., Milwaukee 14, Wis.

H. M. HARPER CO., 8250 Lehigh Rd., Morton Grove, Ill.
Florida, Hialeah: Roderick Martin, 1920 W. 4th Ave., TUxedo 7-8151 (Fla.)
Georgia, Atlanta 5: William O'Dell, 3131 Maple Dr., N.E., CEdar 3-6309 (Ala., Ga., Miss., N. C., S. C., Tenn.)
Missouri, St. Louis 17: Norman H. Tiffen, 2615 S. Hanley Rd., STerling 1-9906 (Ark., Kans., Mo., Tenn.)
Ohio, Cincinnati 2: Dave Cameron, Times-Star Bldg., DUnbar 1-2771 (Ky.)
Pennsylvania, Philadelphia 40: Henry Mullaney, 3701 N. Broad St., BAldwin 9-7650 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 12: Robert Baldwin, 1000 East St., FAirfax 1-0656 (W. Va.)
Texas, Houston 17: Edward J. Russell, 8530 LaPorte Freeway, MIssion 4-1694 (La., Okla., Texas)

HARRIS ELECTRIC MFG. CO., Smithville, Texas

HASCO ELECTRIC CORP., 30 Grove Ave., New Rochelle, N. Y.
North Carolina, Charlotte: Robert A. Pierce, P. O. Box 6043 (Ala., Ga., N. C., S. C.)

HATFIELD WIRE & CABLE, Div of Continental Copper & Steel Industries, Inc., 487 Hillside Ave., Hillside 5, N. J.
Florida, Miami: James & Assoc., Inc., 7345 N. W. 26th Ave., OXford 6-0611 (Fla.)
Georgia, Atlanta: Edgar A. Fargis, P. O. Box 725, Atlanta Airport, Phone 767-6550 (Ala., Fla., Ga., La., Miss., N. C., Okla., S. C., Tenn., Texas, Va.)
Georgia, Atlanta: Hopper & McCoy, Inc., 870 Northside Dr., N.W., Phone 872-5803 (Ala., Ga., S. C., Va.)
Louisiana, New Orleans: Chester R. Lloyd Co., 1031 Magazine St., JAckson 5-5226 (La., Miss., Tenn.)
Texas, Houston: Brenner Electrical Sales, 305 Velasco St., CApitol 5-0766 (Okla., Texas)

HATHAWAY DENVER, 5800 E. Jewell, P. O. Box 8817, Denver 22, Colo.
Florida, Indian River City: W. A. Brown & Assoc., Inc., 201 Capron Rd. (Phone Titusville, AMherst 7-0411) (Ala., Fla., Ga., Miss., N. C., Tenn.)
Missouri, Kansas City 14: Ray Deane, 10825 McGee St., WIllow 2-0130 (Kans., Mo.)
New Jersey, Erlton: Dickison Sales Co., Inc., 302 Marlton Pike, HAzel 8-4086 (Del., D.C., Md., Va.)
Texas, Dallas 18: Gordon V. Peck Co., 130 Casa Linda Plaza, DAvis 1-6579 (Ark., La., Okla., Texas)

HATHEWAY PATTERSON CORP., 75 Montgomery St., Jersey City 2, N. J.
Florida, Jacksonville 11: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RA 4-7811 (Ala., Ga.)
Maryland, Towson 4: George E. Clements, 722 Stevenson La., VAlley 5-3553 (Del., D.C., Md.)
New Mexico, Clovis: A. W. Graham Co., P. O. Box 69, CLovis 4244 (W. Texas)
North Carolina, Cary: Campbell & Woods, RFD 1, Box 16-B, HOpkins 7-2151 (N. C., S. C.)
Ohio, Cleveland 22: Curtis Sales Corp., 3231 Warrensville Center Rd., SKyline 2-0225 (Ky.)
Tennessee, Memphis 1: Southland Sales Agents, P. O. Box 165 (N. Ala., Ark., S. Ky., W. Tenn.)
Texas, El Paso: H & C Sales Agency, Inc., P. O. Box 3087, LIberty 2-1589 (Texas)
Texas, Houston 27: Hollis T. Pever, 3810 Westheimer, Rm. 404, MAdison 3-3934 (Texas)
Texas, Lufkin: M. W. Park & Assoc., 507 N. Timberland Dr., P. O. Box 455 (Texas)
Virginia, Richmond 26: Hugh T. Snapp, 600 Horsepen Rd., ATlantic 2-5068 (Va.)

HAYDON DIV., General Time Corp., 245 E. Elm St., Torrington, Conn.

HEAT, INC. OF SPOKANE, East 9 Empire, Spokane, Wash.

HEINEMANN ELECTRIC CO., Brunswick Pike, Route 1, P. O. Box 299, Trenton 2, N. J.
Alabama, Birmingham 5: J. K. Spader, Jr., 512 N. 18th St., ALpine 2-7419 (Ala.)
Florida, Orlando: Don Grantz, 2513 Catalina Dr., GArden 2-8024 (Fla.)
Georgia, Atlanta 19: The Gearhart Co., The Gearhart Bldg., CEdar 3-4431 (Ga., N. C., S. C., E. Tenn.)
Louisiana, New Orleans 18: Oscar Higginbotham, P. O. Box 4063, KEnner 7-0641 (La., S. Miss.)
Maryland, Baltimore 4: Leo T. McCourt & Son, 610 Washington Ave., Towson, VA 3-3455 (D. C., Md., Va.)
Missouri, St. Louis 9: Jul Zieger, 5822 Macklind Ave., FLanders 2-8191 (Kans., Mo., Okla.)
New Jersey, Trenton 8: Kriegner Sales Co., 1602 Pennington Rd., TUxedo 2-6330 (Del.)
Ohio, Cincinnati: O. H. Bromberg & Assoc., 561 Reading Rd., DUnbar 1-5728 (Ky.)
Pennsylvania, Pittsburgh 16: Brown Electrical Equip. Co., 1612 Potomac Ave., LOcust 3-4444 (W. Va.)
Tennessee, Memphis 1: Southland Sales Agents, 1032 Falls Bldg., JAckson 5-0142 (Ark., N. Miss., W. Tenn.)
Texas, Houston 3: Glidden Engrg. & Equip. Co., 3802 Winchester St., CApitol 4-6471 (Texas)

HEIN-WERNER CORP., 1200 National Ave., Waukesha, Wis.
Pennsylvania, Wynnewood: George L. Fischer, 1230 Knox Rd. (Del.)
Texas, Dallas 26: Caphton & McEvoy Co., 2724 Commerce St. (Ark., La., Okla., Texas)
Virginia, Richmond: Taylor Brothers, 6 S. 5th St. (Ala., D.C., Fla., Ga., Ky., La., Md., Miss., N. C., S. C., Tenn., Va., W. Va.)

HELLER INDUSTRIAL FASTENER DIV., Heller Roberts Mfg. Corp., 2135 Superior Ave., Cleveland 14, Ohio

HELWIG CARBON PRODUCTS, INC., 2550 N. 30th St., Milwaukee 10, Wis.
Georgia, Atlanta: Lloyd and Charles Schoen, 500 Means St., N.W., JAckson 5-2707 (Ala., Fla., Ga., Ky., Miss., N. C., S. C., Tenn.)
Illinois, Edwardsville: E. F. Niebruegge, Route 4 (Phone Glen Carbon, Illinois, ATlantic 8-7302) (Ky., Mo.)
Kansas, Wichita 8: Walter Zimmerman, P. O. Box 3621, Munger Sta., MU 3-3161 (Kans.)
Oklahoma, Oklahoma City: J. H. Cole, 1811 N. W. 1st St., CEntral 2-3171 (Ark., Okla.)
Texas, El Paso: J. E. McCain, 2301 Wyoming St., KEystone 3-1011 (Texas)
Texas, Houston 24: W. S. McCray, 418 Gingham La., HOmestead 8-1166 (La., Miss., Texas)

HENDERSON-HAZEL CORP., 13601 Euclid Ave., Cleveland, 12, Ohio

HENDRIX WIRE & CABLE CO., Old Wilton Rd., Milford, N. H.
Alabama, Birmingham: Godfrey W. Glenn Agency, 3205 2nd Ave., S., AL 2-0209 (Ala., Fla., Ga.)
Florida, Jupiter: John L. Marsh & Assoc., 341 Indiantown Rd., JUpiter 4911 (Fla.)
New Hampshire, Milford: Hendrix Engrg. Sales, Inc., Old Wilton Rd., Phone 1040 (D. C., Md., N. C., Va., W. Va.)
Ohio, Cincinnati 18: Jay C. Gates, P. O. Box 18013, JAckson 1-4335 (Ky.)
Oklahoma, Oklahoma City 4: R. C. Ramsey Co., 1239 W. Main St., CEntral 5-6818 (Ark.)

HENKEL-CLAUSS CO., Fremont, Ohio

HERWIG CO., 618 W. Elm St., Chicago 10, Ill.

HEVI-DUTY ELECTRIC CO., 3002 W Burleigh St., P. O. Box 563, Milwaukee 1, Wis.
Alabama, Birmingham 11: D. C. Duncan Automation Co., 425 S.W. 17th St., ST 7-0101 (Ala., Fla.)
District of Columbia, Washington: James P. Quick, 2514 "K" St., N.W., Rm. 24, FE 3-2110 (Del., D.C., Md., Va.)
Florida, Coral Gables: Anson Fyler Co., 4210 Laguna St., HI 3-7042 (Fla.)
Georgia, Atlanta 9: Roger W. Allen, 1000 Peachtree St., CE 3-2361 (Ga., Tenn.)
Georgia, Atlanta: George R. Koeln Co., 144 Walker St., MU 8-7077 (Ga., Tenn.)
Louisiana, Baton Rouge 1: Jack L. Gates Agency, P. O. Box 178, DI 2-1980 (La., Miss.)
Maryland, Baltimore: James P. Quick, 2023 Maryland Ave., Phone 467-9506 (Del., D.C., Md., Va.)
Missouri, Kansas City: Charles V. Dunn, 715 W. 23rd Tfcwy., BA 1-1106 (Kans., Mo.)
Missouri, St. Louis 9: Petefish-Kemp Engrg. Co., 6414A Hampton Ave., FL 1-2175 (Mo.)
Oklahoma, Tulsa: Harold Furtney Co., P. O. Box 7081, Brookside Sta., RI 7-6490 (Ark., Okla.)

Pennsylvania, Philadelphia 17: John W. Biernbaum, P. O. Box 7142, ME 5-1030 (Del., D. C., Md.)
South Carolina, Myrtle Beach: M. Breeden Moore, Poinsett Rd., HI 8-3843 (S. C.)
Tennessee, Memphis 3: Ross D. Thomas Co., M & M Bldg., JA 7-2492 (Ark., Miss., Tenn.)
Texas, Dallas: Ed R. Boruch, 2415 Converse St., RI 8-1171 (Texas)
Texas, El Paso: Electrical Engrg. & Sales Corp., 2030 Texas Ave., KE 3-6130 (Texas)
Texas, Houston 27: Bell & Bell Co., 3815 Richmond Ave., MO 7-9644 (Texas)
Virginia, Salem: Lynn H. Morris, 452 High St., DU 9-5798 (Tenn., Va., W. Va.)
West Virginia, Charleston: Henry Payne, 310 Union Bldg., DI 3-3193 (Ky., W. Va.)

HEXACON ELECTRIC CO., 161 W. Clay Ave., Roselle Park, N. J.
Florida, Jacksonville 7: The McDonough Co., 1201 San Marco Blvd., FL 9-5282 (Ala., D. C., Fla., Ga., N. C., S. C., Tenn., Va.)
Kansas, Kansas City: Louis E. Bruns Co., 917 Central Ave., FI 2-2188 (Kans., Ky., Mo.)
New Jersey, Roselle Park: House Accts., 161 W. Clay Ave., CHestnut 5-6200 (Del., Md., Miss., W. Va.)
Texas, Dallas 35: J. Earl Smith, 6211 Denton Dr., P. O. Box 35331, Airlawn Sta., FL 7-1727 (Ark., La., Okla., Texas)

HEXCEL PRODUCTS, INC., 2332 Fourth St., Berkeley 10, Calif.
Arkansas, Little Rock: Jim Venable, 2219 Arch St., FR 4-8825 (Ark., Miss., Tenn.)
Florida, St. Petersburg: Frank C. McPherson, 6417 Seventh Ave., N., DIckens 1-6361 (Fla.)
Georgia, Atlanta 3: Bert L. Trapani, 811 Bona Allen Bldg., MUrray 8-3111 (Ala., Ga., Tenn.)
Indiana, Indianapolis: Joe E. Pearce, 50 N. Kenmore Rd., FLeetwood 9-8990 (Ky.)
Louisiana, New Orleans: William Frank, 5920 Vicksburg St., HUnter 6-1550 (La., Miss.)
Missouri, Kansas City: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans., Mo.)
Missouri, St. Louis 10: J. J. Rhoades, 5627 Manchester Ave., MIssion 7-4344 (Mo.)
New Jersey, Haddonfield: R. E. Magnell, 177 Upland Way, HAzel 9-1619 (Del., D.C., Md., Va.)
North Carolina, Raleigh: William Crenshaw, 1608 Glenwood Ave., TEmple 3-8941 (N. C., S. C.)
Oklahoma, Oklahoma City: Perkins Bros, Sales Co., 1411 Classen Blvd., JA 4-7535 (Okla.)
Pennsylvania, Pittsburgh: James A. Hodges, 2500 Baldwick Rd., WAlnut 2-2415 (Ky., Md., W. Va.)
Texas, Dallas 7: Paul A. Crick, 335 Cole St., RIverside 7-5892 (Texas)
Texas, Houston: Wayne Close, P. O. Box 12106, OLive 4-2554 (Texas)
Virginia, Richmond 19: George E. Schraudt, Jr., 202 E. Cary St., MIlton 8-1520 (Va.)

HIGHWAY TRAILER IND., INC., 106 N. Water St., Stoughton, Wis.
Kentucky, Lexington: Contractors Equip. & Truck Co., 780 E. Third St., Phone 2-1475 (Ky.)
North Carolina, Charlotte 1: Power Equip. Co., 4512 Wilkinson Blvd., EXpress 9-0461 (Ala., Fla., Ga., N. C., S. C.)
Oklahoma, Oklahoma City 18: Utility Equip. Co., P. O. Box 9507, JAckson 4-4426 (Ark., Kans., La., Okla., Texas)
Pennsylvania, Wilkes-Barre: Eastern Earth Boring & Equip. Co., 60 Dilly St., BUtler 7-9621 (Md.)
Tennessee, Memphis: Utilities Equip. Co., 821 S. Barksdale, BRoadway 5-6575 (Tenn.)
Virginia, Richmond 24: Cole-Kelly Equip. Co., 1700 Ninth Street Rd., BElmont 3-6961 (Va.)
West Virginia, Morgantown: L. H. Jones Equip. Co., P. O. Box 927, Phone 2-1307 (W. Va.)

HI-LITE FLUORESCENT MFG. CO., 187 Columbus Ave., New Haven 11, Conn.

HILTI RAPID FASTENING SYSTEMS, INC., 73 Southfield Ave., Stamford, Conn.

HINDLE TRANSFORMER CO., Woods Church Rd., Flemington, N. J.

HI-SCALE PRODUCTS CORP., 132 W. 22nd St., New York 11, N. Y.

HI-VOLTAGE EQUIPMENT CO., 4000 E. 116th St., Cleveland, Ohio

HOFFMAN ENGINEERING CORP., 1412 Tyler St., Anoka, Minn.
Alabama, Birmingham 9: Charles W. Ashby, 1827 28th Ave., S., TRemont 9-1651 (Ala., E. Fla., E. Tenn.)
Florida, Orlando: Shannon Assoc., Box 6171, 1204 E. Colonial Dr., GArden 5-8520 (Fla.)
Georgia, Atlanta 5: Karl Ekmark, 5790 Mountain Creek Dr., N.E., BLackburn 5-1891 and BLackburn 5-4019 (Ga.)
Kentucky, Louisville 5: J. Louis Weyhing, 1914 Rutherford Ave., GLendale 2-9971 (Ky.)
Louisiana, New Orleans 16: Colcock-Strickland & Co., 609 Audubon Bldg., Phone 524-5531 (La., Miss.)
Missouri, Kansas City 6: James A. Ekstrom, 608 City National Bank Bldg., Victor 2-8875 (Kans., W. Mo.)
Missouri, Kirkwood 22: Ray Martin, 210 Kirkwood Bank Bldg., YOrktown 6-8659 (N. Miss., E. Mo., W. Tenn.)
New Jersey, West Orange: Thomas F. Sautter, 20 Wellington Ave., REdwood 1-7884 (Del., D.C., Md., N. Va.)
North Carolina, Charlotte 4: Robert W. Chapman, P. O. Box 4230, FR 5-7215 (N. C., S. C.)
Oklahoma, Jenks: Wayne G. Parker, P. O. Box 518, CYpress 9-5449 (E. Ark., Okla.)
Pennsylvania, Pittsburgh 33: Love-Haile Co., 1280 Ridge Ave., ALlegheny 1-3124 (W. Va.)
Texas, Dallas: James C. Meece, 2807 Allen St., RIverside 7-0108 (N. Texas)
Texas, Houston 2: Barney Winkler, 776A M & M Bldg., FAirfax 3-6225 (S. Texas)
Virginia, Richmond 22: Paul Mayo, P. O. Box 5330, MIlton 3-7561 (Va.)

HOGG & DAVIS, 2590 E. 67th St., Long Beach 5, Calif.

HOLAN CORP. OF GA., P. O. Box 118, Everee Inn Rd., Griffin, Ga.
Alabama, Fairfield: Duncan Mfg. & Equip. Co., Inc., 4217 Gary Ave. (Phone Birmingham, Ala. STate 6-5278) (Ala.)
Georgia, Atlanta 5: Steve Flanagan, 2562 Sharondale Dr., CEdar 3-7658 (Ga.)
Georgia, Atlanta: Peter A. Sandford, 6475 Peachtree Dunwoody, N.E., Phone 255-0395 (Ark., Ga., Tenn.)
Georgia, Griffin: Leon W. Wells, P. O. Box 118, Phone 9423 (Ala., Fla., Miss.)
Louisiana, Baton Rouge: Dealers Truck Equip. Co., 5655 Adams Ave., ELgin 5-6668 (La.)
Louisiana, New Orleans: Jefferson Truck Equip. Co., 906 Ridgewood Dr., VE 3-1094 (La.)
Louisiana, Shreveport: Dealers Truck Equip. Co., 2721 Mansfield Rd., Phone 5-3277 (La.)
Maryland, Baltimore: M. O. "Bud" Rowe, 2205 Tucker La., Apt. B-5, HI 8-1222 (Del., D. C., Md., Va.)
North Carolina, Charlotte: Cook Body Co., 3701 Harlee Ave., Phone 392-4138 (N. C.)
Oklahoma, Tulsa: American Trailer & Equip. Co., 5700 E. Admiral Pl. (Okla.)
Texas, Dallas 7: Motor Truck Equip. Co., 2950 Irving Blvd., FLeetwood 7-1701 (Texas)
Texas, Dallas: F. Thomas Winder, 908-C Shadyside La., DAvis 7-5482 (La., Okla., Texas)
Texas, Houston: Motor Truck Equip. Co., 8121 Market St., OR 5-1721 (Texas)
Texas, Wichita Falls: Motor Truck Equip. Co., 3210 Holiday Rd., Phone 723-0488 (Texas)
Virginia, Fairfax: R. J. Meyer, 700 Berritt St., CRescent 3-5782 (N. C., S. C.)
Virginia, Richmond: Crenshaw Equip. Co., 1700 Ninth St., MI 9-1256 (Va.)

HOLOPHANE CO., INC., 342 Madison Ave., New York 17, N. Y. (See advertisement on page 23)
Alabama, Birmingham 13: Sam Gunter, 3332 Mountainside Rd., TRemont 1-5900 (Ala., Fla., Ky., Miss., Tenn.)
Florida, East Jacksonville 11: O. Ray Wood, 2734 Columbine St., RAymond 5-0461 (Fla.)
Georgia, Atlanta: Judd Lough, 303 Hascall Rd., N.W., TRinity 2-4560 (Ala., Fla., Ga., Ky., Miss., Tenn.)
Kansas, Shawnee Mission: E. Stone, 5607 Canterbury Rd., SKyline 1-2878 (Kans., Mo.)
Louisiana, Metairie: E. Mark Smith, Jr., 1500 Mason Smith Ave., VErnon 5-1230 (Ala., Ark., La., Miss., Okla., Tenn.)
Missouri, Crestwood: B. R. Bunn, 1313 Liggett Dr., WOodland 1-5007 (Mo.)
North Carolina, Charlotte 7: E. C. Gatewood, 4400 Collingswood Dr., JAckson 3-6372 (N. C., S. C.)
Ohio, Cincinnati 42: Frank E. McLean, 5540 Hagewa Dr., TWeed 1-3140 (Ky., W. Va.)
Pennsylvania, Abington: C. Gershanick, 1851 Watson Rd., TUrner 4-0497 (Del., Md., W. Va.)
Pennsylvania, Pittsburgh 37: H. B. Elliott, 8851 Kind Dr., FOrest 4-4214 (W. Va.)
Texas, Dallas 18: William Gillis, 11332 Fernald St., DAllas 7-0452 (Okla., Texas)
Texas, Houston 24: Frederic Zimmerman, 9614 Vogue La., HOmestead 8-3957 (La., Texas)
Virginia, Arlington 6: Edwin Robinson, 4239 S. 32nd Rd., KIng 8-8157 (D.C., Md., N. C., Va.)

HOLTZER-CABOT MOTOR DIV., National Pneumatic Co., Inc., 125 Amory St., Boston, Mass.

HOLUB INDUSTRIES, INC., 413 DeKalb Ave., Sycamore, Ill.
Georgia, Atlanta 13: Glenn Assoc., Inc., 172 Simpson St., N.W., JAckson 2-4906 (Ala., Fla., Ga.)
Illinois, East St. Louis: Custer & Co., 235 N. 6th St., BRidge 1-5220 (Mo.)
Kentucky, Louisville: L. P. Chick & Co., 1551-55 S. 10th St., MElrose 5-7911 (Ky.)
Louisiana, New Orleans 12: Weilbaecher & Kennedy, 620 Girod St., MAgnolia 7559 (La., Miss.)
Maryland, Baltimore 18: Douty & Downie, 2323 Maryland Ave., TUxedo 9-2470 (Del., D. C., Md., Va.)
Missouri, Kansas City 10: The F. A. Bettis Co., 3718 Broadway, JEfferson 1-1530 (Kans.)
North Carolina, Charlotte 7: Bennett Rose Co., 1623 Scotland Ave., EDison 4-7301 (N. C., S. C.)
Tennessee, Memphis 3: Ross D. Thomas Co., 730 M & M Bldg., JAckson 7-2492 (Ark., Tenn.)
Texas, Austin 3: J. H. Arnold, 1715 W. 30th St., GReenwood 6-1063 (Okla., Texas)
West Virginia, Parkersburg: Ralph H. Stear, 133 Morningside Cir. (W. Va.)

HOMELITE DIV., Textron, Inc., 6101 Riverdale Ave., Port Chester, N. Y.
Florida, Jacksonville: Homelite, 1426 June St., EXbrook 8-5696 (Fla., Ga.)
Georgia, Atlanta: Homelite, 198 14th St., TRinity 5-8433 (Ala., Ga.)
Louisiana, Bossier City: Homelite, 3209 Old Mindon Rd., Phone 425-4284 (Ark., La., Miss.)
Missouri, Kansas City 9: Homelite, 2401 Troost Ave., Victor 2-2092 (Kans., Mo.)
Missouri, St. Louis 10: Homelite, 6265 Clayton Ave., STerling 1-5700 (Kans., Mo.)
New Jersey, North Arlington: Homelite, 39 River Rd., WYman 1-3500 (Del.)
North Carolina, Charlotte: Homelite, 2640 Freedom Dr., EXpress 2-1311 (N. C., S. C., Tenn.)
Ohio, Cincinnati 16: Homelite, 7806 Anthony Wayne Ave., VAlley 1-2165 (Ky.)
Pennsylvania, Pittsburgh: Homelite, 810 Ridge Ave., ALlegheny 1-7263 (W. Va.)
Tennessee, Memphis 8: Homelite, 1324 N. Hollywood, GLendale 2-1178 (Ark., Miss., Tenn.)
Texas, Dallas 7: Homelite, 167 Leslie St., RIverside 1-4679 (Okla., Texas)
Virginia, Alexandria: Homelite, 3406 Commonwealth Ave., KIng 8-1944 (Md., Va.)

HOOSIER ENGINEERING CO., 1384 Holly Ave., Columbus 16, Ohio

HOOVER CO., Electric Motor Div., 68 Brook Ave., North Plainfield, N. J.

HOPE ELECTRICAL PRODUCTS CO., 39 Long Ave., Hillside, N. J. (See advertisement on page 12)
Alabama, Birmingham: William H. Neville, 247 American Life Bldg., ALpine 1-7979 (Ala.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., 500 E. Markam St., FR 5-1383 (Ark.)
Florida, Jacksonville: REB Assoc., Inc., 7920 Scotland Rd., FLanders 9-1984 (Fla.)
Florida, Miami: REB Assoc., Inc., 801 N.W. 79th St., PLaza 7-1041 (Fla.)
Florida, Tampa: REB Assoc., Inc., 308 Tampa St., Phone 2-3259 (Fla.)
Georgia, Atlanta: J. J. Perry, Jr., 45 11th St., N.E., TRinity 5-4848 (Ga., Tenn.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., Inc., 2621 Highland Rd., DI 2-2873 (La.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (La.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., EM 2-1671 (Miss.)
Missouri, Kansas City 6: James A. Ekstrom, 608 National Bank Bldg., VIctor 2-8875 (Kans., Mo.)
North Carolina, Greensboro: E. T. Green, P. O. Box 5034, Phone 299-8820 (N. C., S. C.)
Oklahoma, Oklahoma City: Perkins Brothers Sales Co., 1411 Classen Blvd., JA 4-7535 (Okla.)
Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E., WH 8-0496 (Tenn.)
Texas, Dallas 26: Burrus & Matthews, 2810 Canton St., RIverside 1-6241 and RIverside 1-6242 (Texas)
Texas, El Paso: Marshall R. Elmore Co., 140 Little Flower Rd., PRescott 2-2881 and PRescott 2-2017 (Texas)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CApital 7-4173 (Texas)
Virginia, Virginia Beach: R. H. Graham, P. O. Box 322, GArden 8-3837 and GArden 8-2866 (Va.)

HOSE-McCANN TELEPHONE CO., INC., 763 Third Ave., Brooklyn 32, N. Y.

HOSSFIELD MFG. CO., 448 W. 3rd St., Winona, Minn.

HOTPOINT CO., 5600 W. Taylor St., Chicago 44, Ill.

HOUSE-O-LITE CORP., 5700 S. Perry Ave., Chicago 21, Ill.
Florida, Jacksonville 17: Robert G. Ford & Assoc., 7204 Poinciana Ave., EXbrook 8-4003 (Fla.)
Florida, Tampa: George N. Jack, 1501 2nd Ave., P. O. Box 2126, Phone 4-5825 (Fla.)
Kentucky, Lexington: Henry M. Baldwin, Jr., 1240 Kastle Dr., Phone 6-4650 (Ky.)
North Carolina, Greensboro: Wilson P. Byrd, 1920 Sullivan St., P. O. Box 6101, Summit Sta., BRoadway 3-5932 (N. C., S. C., Va.)
Pennsylvania, Pittsburgh 12: E. Ralph Fargotstein Co., 208 Martin Bldg., 119 Federal St., ALlegany 1-2600 (W. Va.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RI 1-5931 (Ark., La., Miss., Okla., Tenn., Texas)

HOWELL ELECTRIC MOTORS CO., 409 N. Roosevelt St., Howell, Mich.

HUB ELECTRIC CO., INC., 2255 W. Grand Ave., Chicago 12, Ill.
Florida, Coral Gables 46: Joseph H. Akerman, 813 Sistina Ave., MOhawk 7-3864 (Fla.)
Georgia, Atlanta 5: Verlyn H. Branham & Son, 3181-F Roswell Rd., N.E., CEdar 3-1658 (Ala., Ga.)
Louisiana, New Orleans: Stephen M. Redmann Co., 643 N. Scott, Unit "B", HUnter 6-5421 (Ala., Ark., Fla., La., Miss., Tenn.)
Maryland, Baltimore 18: Dunlop Lighting, 12-14 E. 24th St., CHesapeake 3-4492 (D.C., Md., Va.)
North Carolina, Greensboro: Edward T. Oliver, L. W. Roberts Co., 601 N. Elm. BRoadway 2-5618 (N. C., S. C.)
Ohio, Cincinnati 2: Richard M. Heim, 1925 Gregory La., WOodburn 1-3709 (Ky., W. Va.)
Pennsylvania, Pittsburgh 16: Hawn & Stear, Inc., 2666 W. Liberty Ave., LOcust 3-4422 (Md., W. Va.)
Texas, Dallas 20: Harry A. Miller Co., 3931 W. Williamsburg Rd., FLeetwood 2-8733 (Okla., Texas)
Texas, Houston 36: Garland Burgess, Harry A. Miller Co., 6625 Sandstone, GYpsy 4-1694 (Texas)

HUB ELECTRIC MFG. CO., 523 Medford St., Charlestown 29, Mass.
Florida, Miami 45: Fay-Shaw Co., Inc., P. O. Box 45-127, NE 4-1891 (Fla.)
Georgia, Atlanta: Hayes & Noe Co., 1920 Buford Hwy., TR 3-1613 (Ala., Ga., La.)
Illinois, Chicago 18: Bill Brown's Sales Agency, 3642 W. Montrose Ave., IRving 8-8980 (Ky.)
Maryland, Baltimore 15: Edward Rubin, P. O. Box 2667, FLeetwood 8-1303 (Del., D.C., Md.)
Missouri, St. Louis 4: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (Kans., Mo.)
North Carolina, Charlotte: D. A. Marsden, P. O. Box 3071 (N. C., S. C., Va.)
Pennsylvania, Pittsburgh 33: W. D. Gamble & Co., 839 W. North Ave., FAirfax 2-0494 (W. Va.)
Tennessee, Knoxville: Jim Hash & Co., 109 W. Jackson Ave., Phone 523-9270 (Ark., Miss., Tenn.)
Texas, Dallas: Henry L. Guokas, 155 Continental Ave., RIverside 7-9106 (Okla., Texas)

HUB INDUSTRIES, 5410 N. Damen, Chicago 25, Ill.

HUBBARD & CO., 5401 W. Roosevelt Rd., Chicago 50, Ill.
Florida, Tampa 9: M. E. Harrison, 4630 Lumb Ave. (Ga., S. C.)
Georgia, Atlanta 5: J. H. Awtry, 4790 Harris Trail, N.W. (Ala., Ga., Tenn.)
Georgia, Atlanta 3: H. D. Booth, 333 Candler Bldg. (Fla., Ga.)
Mississippi, Jackson: R. M. Waggoner, 127 Chiswick Cir. (Ark., La., Miss., Tenn., Texas)
North Carolina, Raleigh: E. S. Norwood, 1026 Nichols Dr. (Ky., N. C., Va., W. Va.)
Ohio, Columbus: W. J. Meinert, 2703 Mt. Holyoke Rd. (Ky.)
Texas, Fort Worth 15: Hal Harris, 5617 Wedgworth Rd. (Okla., Texas)
Texas, Houston 24: H. M. Layton, Jr., 741 Camelot La. (La., Texas)

HARVEY HUBBLE, INC., State St. at Bostwick Ave., P. O. Box H, Barnum Sta., Bridgeport 2, Conn. (See advertisement on page 31)
Alabama, Birmingham 15: James E. Heusser, 312 Glynn Dr., VErnon 3-0442 (Ala., Fla., Ga., Miss., N. C., Tenn.)
Arizona, Phoenix: Arthur Wells, Vera Jean Apts., 11 W. Maryland, CR 7-0809 (Texas)
Florida, Jacksonville 16: Clifford S. Shuman, Jr., 2814 Emily La., RAymond 4-3622 (Fla., Ga., S. C.)
Georgia, Atlanta 7: Harry W. Shropshire, 860 Barton Woods Rd., N.E., DRake 7-7345 (Ala., Fla., Ga., S. C.)
Indiana, Indianapolis: Gerald R. Belden, 3113 E. 38th St., LIberty 6-8857 (Ky.)
Iowa, Des Moines 15: Eugene W. Oveson, Wakonda Village, Apt. 1-D, 1800 Watrous Ave., AT 8-9403 (Kans., Mo.)
Kansas, Overland Park: Arthur E. Schrepple, 5512 W. 98th Ter., Box 278, NIagara 8-2308 (Ark., Kans., Mo., Okla.)
Kentucky, Louisville 16: James Lucas, 1609 Clarice Way, EMerson 8-5044 (Ky., Tenn., Texas)
Louisiana, New Orleans 22: M. Morin Rivera, 6111 Perlita St., HU 2-1161 (Ala., Ark., La., Miss.)
Maryland, Baltimore 6: Stephen M. Kennedy, 5003 Truesdale Ave., IVanhoe 8-6135 or BElmont 5-4161 (Del., D.C., Md., Va., W. Va.)
Missouri, St. Louis 10: William E. Rodgers, 4617 Shenandoah St., MOhawk 4-6487 (Ark., Mo.)
North Carolina, Charlotte 7: George F. Latimer, 4825 Providence Rd., EMerson 6-2451 (Ga., N. C., S. C., Tenn., Va.)
North Carolina, Greensboro: Franklin T. Hall, 1502 Talley St., P. O. Box 2254, CYpress 9-3967 (N. C.)
Ohio, Cincinnati 43: William H. Teegardin, 7401 N. Timberlane Dr., LOcust 1-6931 (Ky.)
Ohio, Columbus 14: John J. Beels, P. O. Box 3692, Beechwold Sta., 95 Ceramic Dr., AMherst 3-4191 (Ky., Va., W. Va.)
Oklahoma, Tulsa: David J. Lawless, Jr., River Oaks Apts., 1620 S. Elwood Ave., Apt. L-7 (Ark., Miss., Mo., Okla., Tenn., Texas)
Pennsylvania, Pittsburgh 37: William J. Hogan, 155 Rolshouse Rd. (W. Va.)
Pennsylvania, Pittsburgh 26: Thomas M. Root, 1078 Norwich Ave., LO 3-5720 (W. Va.)
Texas, Dallas: James D. Martin, 1111 Dragon St., RIverside 1-3471 (La., Okla., Texas)
Texas, Houston: Berger Benson, Jr., 5715 Capelio, PArkview 3-6859 (La., Texas)
Virginia, Richmond 25: Frank E. Parker, 847 Faye St., Phone 232-7951 (N. C., Va., W. Va.)

HUENEFELD CO., 2701 Spring Grove Ave., Cincinnati 25, Ohio (See advertisement on page 68)
Alabama, Birmingham 3: Gene Johnson Co., 2115 First Ave., S., FAirfax 4-1960 (Ala.)
Arkansas, Little Rock: Jim Venable & Assoc., 1517 Gaines St., P. O. Box 2232, FR 4-8825 (Ark., N. Miss., W. Tenn.)
Florida, Tampa: Fewell and Assoc., 4417 W. Osborne Ave., RE 6-4256 (Fla.)
Kentucky, Louisville 5: Fultz and Co., 2621 Valletta Rd., GLendale 2-2996 (Ky.)
Michigan, Detroit 11: Popkin Brothers, 6233 Concord Ave., WAlnut 3-9470 (W. Va.)
Missouri, Kansas City 8: Nulik-McCormick Co., 2611 Warwick Tfcwy., HA 1-6638 (Kans., W. Mo., Okla.)
Missouri, St. Louis 9: Ralph Drenkhahn, 5932 Nagel, CHestnut 1-4350 (E. Mo.)
North Carolina, Greensboro: Ed C. Vaughn, 1102 Briarcliff Rd., BRoadway 4-3149 (N. C., S. C.)
Pennsylvania, Pittsburgh 1: Charles R. Norrish Co., 2900 Smallman St., ATlantic 1-8466 (Md.)
Tennessee, Knoxville: Pitner's, P. O. Box 693, Phone 577-7718 (E. Tenn.)
Texas, Houston: E. W. Sturdivant, 5701 Jackson, Apt. 1103 (Texas)
Virginia, Richmond 25: Charles C. Laney Agency, 8424 Midlothian Pike, BRidge 2-0059 (D. C., Va.)

HUGHES BROTHERS, INC., Seward, Nebr.
(See Line Material Industries, Inc. for the states of: Ala., Del., D.C., Ga., Ky., La., Md., Miss., N. C., S. C., Tenn., Va., W. Va.)
Florida, St. Petersburg 33: Engineer Sales Co., Inc., P. O. Box 11387 (Fla.)
Nebraska, Seward: Hughes Brothers, Inc., P. O. Drawer 191, Phone 389 (Ark., Kans., Mo. Okla.)
Texas, Dallas 3: Elgin B. Robertson, Inc., 1339 Plowman (Texas)
Texas, Houston 4: Elgin B. Robertson, Inc., 4101 San Jacinto (Texas)

HUNTER DIV., Robbins & Myers, Inc., 2500 Frisco Ave., Memphis 14, Tenn.
Florida, Maitland: H. L. Vinton, 750 Mojave Trail, MIdway 7-5854 (Fla.)
Georgia, Atlanta 7: E. R. Wright, 864 Barton Woods Rd., N.E., Phone 378-7635 (Ala., Ga., Tenn.)
Louisiana, New Orleans: Cressy Sales Co., 4006 Canal St., HUnter 8-5200 (Fla., La., Miss.)
Missouri, Kansas City: C. H. Conrad, 1665 Jarboe, BAltimore 1-3990 (Kans., Mo.)
Missouri, St. Louis 14: M. C. Nicholson, 3901 Engler Ave., HArrison 7-4109 (Mo.)
North Carolina, Charlotte: George Scott, 5000 Allison, EMerson 6-5388 (N. C., S. C.)
Ohio, Cincinnati 30: E. E. Maundrell, 6264 Corbly Rd., BEechmont 1-5279 (Ky., W. Va.)
Pennsylvania, Upper Darby: E. H. Newkirk, 8418 W. Chester Pike, SHerwood 7-8638 (Del.)
Tennessee, Memphis 14: W. H. Harwood, 2500 Frisco Ave., FAirfax 7-8421 (Ala., Ark., Ky., Miss., Tenn.)
Texas, Dallas 29: Galan W. Freise, 4025 Alta Vista, FLeetwood 7-2653 (Okla., Texas)
Texas, Houston 27: Harvey V. Hess, P. O. Box 22162, MOhawk 4-2005 (Texas)
Virginia, Alexandria: W. E. Cooke, 2424 Telegraph Rd., SOuth 8-9247 (D.C., Md., Va.)

HUSKY PRODUCTS, INC., Div. of Burndy Corp., 5300 Vine St., Cincinnati 17, Ohio
Alabama, Birmingham 9: Charles W. Ashby Co., 1827 28th Ave., S., TRemont 9-1651 (Ala., E. Tenn.)
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., P. O. Box 107, FRanklin 4-8201 (N.E. Ark.)
District of Columbia, Washington 1: Bradley Co., Inc., 212 "H" St., N.W. (D.C.)
Georgia, Atlanta 18: Roy E. Wilson Co., 1062 Northside Dr., N.W., TRinity 6-8833 (Ga.)
Louisiana, New Orleans: Curtis H. Stout of Louisiana, Inc., 953 S. Clark St., P. O. Box 13291, Phone 482-3183 (S. La.)
Louisiana, Shreveport: Curtis H. Stout, Inc., 409 Fairfield Bldg., P. O. Box 6044, Phone 5-5485 (N. La.)

Mississippi, Jackson: Curtis H. Stout, Inc., 706 Electric Bldg., FLeetwood 4-4326 (Miss.)
Missouri, Kansas City 6: Lynn Elliott Co., 832 Law Bldg., VIctor 2-4197 (Kans., W. Mo.)
Missouri, St. Louis 22: Harlan J. Weisler & Assoc., Inc., HArrison 8-3934 (E. Mo.)
North Carolina, Charlotte 3: Glenn & Larson of Carolina, Inc., 1321 E. Morehead St., P. O. Box 4175 (N. C., S. C.)
Tennessee, Memphis: Curtis H. Stout of Tennessee, Inc., 718 M & M Bldg., JAckson 6-7601 (E. Ark., W. Tenn.)
Texas, Dallas 3: Elgin B. Robertson, Inc., 1339 Plowman St., WHitehall 2-3157 (N. Texas)
Texas, Houston 4: Elgin B. Robertson, Inc., 4101 San Jacinto, JAckson 9-3797 (S. Texas)
Virginia, Richmond 19: Bradley Co., Inc., Exchange Bldg., 601 E. Franklin St., Milton 8-9366 (Va.)
West Virginia, Charleston 4: Muller, Harper & Assoc., P. O. Box 4166, WA 5-5343 (W. Va.)

HYKON MFG. CO., 163 E. State St., P. O. Box 923, Alliance, Ohio
Louisiana, New Orleans: Delta Materials Co., P. O. Box 19581, 400 Tchoupitoulas St., Phone 523-1264 (La., Miss.)

I

I C LAMP DIV., 1401 Lexington Ave., Warren, Pa.
District of Columbia, Washington 16: D. C. Downs, 4301 Massachusetts Ave., N.W., KE 7-0170 (D.C., Md., Va.)
Florida, Fort Lauderdale: Sheldon Goodman, 3464 N.E. 19th Ave. (Fla., Ga., Ky., Tenn., W. Va.)
Florida, Riverview: Bill Crichton & Assoc., P. O. Box 278, TAmpa 40-3051, TAmpa 40-3811 (Fla.)
Georgia, Atlanta 3: J. A. Lloyd, 375 Whitehall St., S.W., JAckson 3-5504 (Ga., N. C., S. C.)
Illinois, East St. Louis: Custer & Co., 235 N. 6th St., BRidge 1-5220 (Mo.)
Kentucky, Lexington: C. S. Stopher Co., 770 E. 3rd St. (Ky.)
Maryland, Baltimore 15: B. Weingarten, 5445 Fairlawn Ave., LIberty 2-4526 and LIberty 2-9350 (Md.)
Mississippi, Jackson 3: M. A. Segal, 736 Prentiss St., FLeetwood 3-2074 (Ala., La., Miss.)
Missouri, St. Louis 3: Farrell-Frank & Co., 4386 Lindell Blvd., FR 1-3037 (Mo.)
Missouri, St. Louis 10: Pilkington Brokerage Co., 3937 Park Ave., PRospect 6-4200 (Mo.)
Ohio, Dayton 2: E. B. Cleavenger & Assoc., 518 Hulman Bldg., BAldwin 2-4522 (Ky.)
Pennsylvania, Pittsburgh 16: W. H. Kimball & Assoc., 1759 Borland Ave., WA 1-4532 (W. Va.)
Tennessee, Memphis 4: Hal Beard, 173 South Cooper St., BR 4-1744 (Ark., Miss., Tenn.)
Texas, Dallas 26: Peabody Brothers, 2903 St. Louis at Oakland Ave., RIverside 7-4801 (La., Okla., Texas)
Virginia, Norfolk 3: K. F. Walsh, 180 Haven Dr., JUstice 7-4258 (Va.)

I-T-E CIRCUIT BREAKER CO., 1900 Hamilton St., Philadelphia 30, Pa.
Alabama, Birmingham 12: J. O. Brown, D. C. Vann, 701 S. 37th St., FAirfax 4-7585 (Ala.)
District of Columbia, Washington 5: H. E. A. Wright, C. M. Montgomery, 1511 "K" St., District 7-8831 (D.C., Va.)
Florida, South Miami 43: C. E. Wood, J. T. Byrnes, 4216 Ponce de Leon Blvd., Highland 4-8217 (Fla.)
Georgia, Atlanta 5: T. S. Williams, A. L. Folden, 3272 Peachtree Rd., N.E. Rm. 258, Phone 237-6361 (Ga.)
Louisiana, New Orleans: J. T. Bauer, M. O'Quinn, 1500 Carondelet St., JAckson 2-3643 (La.)
Maryland, Baltimore 12: J. C. Schneck, W. N. Chenoweth, 7215 York Rd., VAlley 5-0178 (Md.)
North Carolina, Charlotte 2: J. W. Harrawood, 215 E. Morehead St., EDison 4-0814 (N. C.)
Oklahoma, Tulsa 20: J. R. Lees, J. B. Williams, 816 E. Sixth St., LUther 4-3518 (Okla.)
South Carolina, West Columbia: R. L. Carson, 1630 "C" Ave., ALpine 3-3948
Tennessee, Knoxville: W. R. Nash, G. F. Law, 2643 Kingston Pk., S.W., Phone 523-2141 (Tenn.)
Tennessee, Memphis 3: S. A. Frazier, W. L. Anderson, 219 Adams Ave., JAckson 6-1169 (Ark., Miss.)
Texas, Dallas 6: Butler & Land, Inc., 5538 Dyer St., EMerson 1-6631 (Texas)
Texas, Dallas 6: C. D. Klein, 4308 N. Central Expressway, TAylor 6-6231 (Texas)
Texas, Houston 2: E. W. Atherton, M. L. Barefield, 2525 San Jacinto St., CApitol 8-1557 (Texas)
West Virginia, Charleston 1: D. E. McDade, Nelson Bldg., Rm. 301, Kanawha Blvd., DIckens 4-3606 (W. Va.)

I-T-E CIRCUIT BREAKER CO., Commercial Apparatus, 1900 Hamilton St., Philadelphia 30, Pa.
Louisiana, Shreveport: O. L. Cheaney, Butler & Land, Inc., 1845 Line Ave., Phone 422-0697
Oklahoma, Tulsa 20: J. B. Williams, 816 E. Sixth, LUther 4-3518 (W. Ark., Okla.)
Texas, Amarillo: J. W. Rayburn, Butler & Land, Inc., 1505 W. 10th St., DRake 6-5255
Texas, Dallas 5: Butler & Land, Inc., 5538 Dyer St., P. O. Box 8085, EMerson 1-6631
Texas, Dallas 6: J. A. Holman Co., 4308 N. Central Expressway, TAylor 6-6231 (Texas)
Texas, Dallas 6: C. D. Klein, 4308 N. Central Expressway, TAylor 6-6231 (Texas)
Texas, Dallas 6: R. E. Smith, 4308 N. Central Expressway, TAylor 6-6231 (Texas)
Texas, Dallas 6: Don Spencer, 4308 N. Central Expressway, TAylor 6-6231 (Texas)
Texas, Dallas 6: B. J. Williams, 4308 N. Central Expressway, TAylor 6-6231 (Texas)
Texas, El Paso: R. L. Brewer, R. L. Brewer Co., Inc., 100 S. El Paso St., Rm. 204, KEystone 2-7651
Texas, Houston 2: M. L. Barefield, 2525 San Jacinto, CApitol 8-1557 (E. Texas)
Texas, Houston 2: Robert T. Davis, 2525 San Jacinto, CApitol 8-1557 (E. Texas)
Texas, Houston 2: J. L. Rutledge, 2525 San Jacinto, CApitol 8-1557 (E. Texas)
Texas, Lubbock: T. J. Killian, Butler & Land, Inc., 4009 Ave. "R", SHerwood 4-8449
Texas, Lubbock: M. K. Neill, 4208 51st St., SWift 9-1062 (W. Texas)
Texas, San Antonio 12: M. F. Drury, 116 W. Grayson St., CApitol 5-1533
Texas, San Antonio 12: R. F. Land, 116 W. Grayson St., CApitol 5-1533

I-T-E CIRCUIT BREAKER CO, Power Apparatus, 1900 Hamilton St., Philadelphia 30, Pa.
Oklahoma, Tulsa 20: R. O. Lackey, 816 E. Sixth, LUther 4-3518 (W. Ark., Okla.)
Oklahoma, Tulsa 20: J. R. Lees, 816 E. Sixth, LUther 4-3518 (W. Ark., Okla.)
Texas, Houston 2: E. W. Atherton, 2525 San Jacinto, CApitol 8-2378 (E. Texas)
Texas, Houston 2: G. F. Clark, 2525 San Jacinto, CApitol 8-2378 (E. Texas)
Texas, Houston 2: R. L. Hurter, 2525 San Jacinto, CApitol 8-2378 (E. Texas)

IDEAL ELECTRIC MFG. CO., First & Oak Sts., Mansfield, Ohio
Alabama, Birmingham: J. L. Howarth, Inc., 3021 7th Ave., S., FAirfax 3-1171 (Ala.)
Georgia, Atlanta 12: Hendrix Sawyer, Inc., 225 Moore St., S.E., JAckson 5-7704 (Ga.)
Kansas, Prairie Village 15: Stuart E. Bunn, 4520 W. 72nd St., (Phone Kansas City, Mo., MItchell 9-8410 (Kans.)
Louisiana, New Orleans 19: Lyman C. Reed, Inc., 501 N. St. Patrick St., HUnter 2-3106 (La.)
Missouri, Webster Groves 19: H. Stark Woodard, 124 E. Glendale Rd., WOodland 1-7184 (Mo.)
North Carolina, Charlotte 4: Robert W. Chapman & Co., 1508 E. 4th St., FRanklin 5-7215, FRanklin 5-3477 (N. C., S. C.)
Ohio, Cincinnati 36: S. W. Pratt, Inc., 6851 Plainfield Rd., TWeed 1-3647 (Ky., W. Va.)
Pennsylvania, Philadelphia 7: The Ideal Electric & Mfg. Co., 1042 Western Savings Fund Bldg., Broad and Chestnut St., PEnnypacker 5-6528, PEnnypacker 5-3791 (Del., D.C., Md.)
Texas, Dallas 2: J. E. Rogers, 102 Thomas Bldg., RIverside 2-3075 (Texas)
Texas, Houston 11: Industrial Equipment of Houston, 6831 Navigation Blvd., WAlnut 8-3463 (Texas)
Virginia, Richmond: Marchant Industrial Sales Co., P. O. Box 9534, ELgin 8-8466 (Va.)

IDEAL INDUSTRIES, INC., 1017 Park Ave., Sycamore, Ill. (See advertisement on page 40)
Florida, Orlando: Charles "Bud" Tornow, P. O. Box 5834, GArden 5-7295 (Fla.)
Georgia, Atlanta 13: Ideal Industries, Inc., 540 Luckie St., N.W., TRinity 4-4188 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Illinois, Springfield: H. M. Kloppenburg & Son, 6 Circle Dr., LAkeside 9-2323 (Ky.)
Kansas, Prairie Village: Harry R. Walker, 7410 Mission Rd., P. O. Box 9211, ENdicott 2-0922 (Kans., Mo.)
Louisiana, New Orleans 22: M. Morin Rivera, 6111 Perlita St., HU 2-1161 (La., Miss.)
Maryland, Baltimore 18: O. T. Hall & Son, 2301 N. Charles St., HOpkins 7-5359 (D. C., Md., Va., W. Va.)
Missouri, St. Louis 1: R. E. Myers & Son, 504 Louderman Bldg., MAin 1-2743 (Ark., Mo.)
Ohio, Cincinnati 6: Ideal Industries, Inc., 1423 E. McMillan St., WOodburn 1-3231 (Ky., Va.)
Oklahoma, Oklahoma City 12: Charles R. McRay Co., 4405 N. Barnes, JAckson 4-4033 (Okla.)
Pennsylvania, Philadelphia 40: Ideal Industries, Inc., 1417 W. Hunting Park Ave., DAvenport 9-5567 (Del.)
Pennsylvania, Pittsburgh 22: Ideal Industries, Inc., Bessemer Bldg., ATlantic 1-8338 (Ky., Md., Va., W. Va.)
Texas, Dallas 6: Galvin Sales Co., 6222 N Central Expressway, EM 8-3878 (Texas)
Virginia, Richmond 20: Paul M. Simpson & Son, 717 Byrd Park Ct., EL 3-0287 (N. C., Va.)

ILG ELECTRIC VENTILATING CO., 2850 N. Pulaski Rd., Chicago 41, Ill.
Alabama, Birmingham 3: H. B. Brown, Jr., 2217 7th Ave., S., FAirfax 2-3629 (Ala.)
District of Columbia, Washington 6: ILG Electric Ventilating Co., 704 17th St., N.W., NAtional 8-9732 (D.C., Md.)
Florida, Clearwater: Clark Equip. Co., P. O. Box 989, Phone 446-3783 (Fla.)
Georgia, Atlanta: 31 16th St., N.W., TRinity 4-3595 (Ga.)
Louisiana, New Orleans 19: 501 N. Jefferson Davis Pkwy., HUnter 8-2654 (Ala., Fla., La., Miss.)
Maryland, Baltimore 18: 12 & 14 E. 24th St., HOpkins 7-9235 (Md.)
Missouri, Kansas City 8: D. M. Allen Co., 3021 Main St., LOgan 1-9741 (Kans., Mo.)
Missouri, St. Louis 3: 1221 Locust St., MAine 1-1072 (Mo.)
North Carolina, Greensboro: Chet Adams Co., 1052 Battleground Ave., BRoadway 3-0566 or BRoadway 3-0567 (N. C., S. C., Va.)
Ohio, Cincinnati 2: 626 Broadway, GArfield 1-4640 (Ky., W. Va.)
Oklahoma, Tulsa 3: R. E. Pauling, 125 W. 3rd St., LUther 5-9504 (Okla.)
Pennsylvania, Narberth: 227 Haverford Ave., MOhawk 4-2251 (Del.)
Pennsylvania, Pittsburgh 16: P. O. Box 7912, LO 1-4418 or LO 1-4419 (W. Va.)
Tennessee, Knoxville: J. M. Dooley, 2508 Sutherland, Phone 2-3655 (Tenn.)
Tennessee, Memphis 17: C. W. Dean, 4711 Poplar Ave., MU 5-5001 (Ark., Ky., Miss., Tenn.)
Tennessee, Nashville 3: J. W. Wilson, 816 8th Ave., S., CH 2-0541 (Tenn.)
Texas, Dallas: M. K. Gardner, P. O. Box 35083, FL 7-6613 (Texas)
Texas, Houston 4: 1803 Calumet, JAckson 8-5207 (Texas)
Texas, San Antonio: Ryden & Co., 109 Barrera St., CApitol 6-7229 (Texas)

ILLINOIS ELECTRIC PORCELAIN CO., 510 N. Pearl St., Macomb, Ill.

ILLUMINATING ENGINEERING CO., 2347 E. Nine Mile, Hazel Park, Michigan

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

ILSCO CORP., 4730 Madison Rd., Cincinnati 27, Ohio
Florida, Miami 42: Suchman Assoc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta 3: E. Dawes Co., 405 Rhodes Bldg., JA 4-7571 (Ala., Ga.)
Missouri, Kansas City: Schooler & Gorman, 1224 W. 8th St., VI 2-0733 (Kans., Mo.)
Missouri, St. Louis 9: Ralph Drenkhahn, 5932 Nagel St., CH 1-4350 (Mo.)
North Carolina, Greensboro: Paul Sherrill, 808 Raleigh St., BR 3-6163 (N. C., S. C., Tenn., Va.)
Pennsylvania, Philadelphia 6: William B. Bleiman & Sons, 252 N. 3rd St., MArket 7-0152 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh: H. W. Groetzinger Co., 410 E. General Robinson St., ALlegheny 1-6280 (W. Va.)
Tennessee, Memphis 1: E. E. Torkell & Assoc., 693 N. 3rd St., JA 3-1123 (Ark., Miss., Tenn.)
Texas, Houston 26: Burrus & Matthews, 1116 Nagle St., RIverside 1-6241 (La., Miss., Okla., Texas)

IMPERIAL ELECTRIC CO., 64-84 Ira Ave., Akron 1, Ohio
Alabama, Birmingham 5: Benedict & Boggs, 707 S. 30th St., FAirfax 3-6151 (Ala., Fla.)
Arkansas, North Little Rock: Carl A. Keys & Sons, 711 W. Broadway, FRanklin 4-5653 (Ark.)
Kentucky, Louisville 2: Wilhelm & Schnur Electric Co., 630 E. Main St., JUniper 4-2283 (Ky.)
Louisiana, New Orleans 12: Atlas Electric, 741 St. Joseph St., JAckson 5-3221 (La.)
Louisiana, New Orleans: L. F. Gaubert & Co., 700 S. Broad, TU 8224 (La., Miss.)
Missouri, St. Louis 22: Terry & Hodges, Inc., 132 W. Monroe, YOrktown 5-0747 (Kans., Mo.)
North Carolina, Charlotte: Electro Motion Corporation, 2318 Arty Ave., P. O. Box 10432, Phone 334-5557 (N. C., S. C.)
Oklahoma, Oklahoma City: Evans Electric Motor Repair Co., 1536 S. Western, P. O. Box 576, MElrose 4-2471 (Kans., Mo., Okla.)
Virginia, Richmond 17: James McGraw, Inc., 9th & Cary Sts., MI 9-0731 (Va.)
Texas, Dallas 18: Donald Harman, 2726 Fielder Ct., P. O. Box 18241, FL 7-8149 (Texas)
Texas, Houston 41: Donald E. Winden, 10205 Okinella, HO 2-2628 (Texas)

IMPERIAL LIGHTING PRODUCTS CO., P. O. Box 427, Loyal Hanna Park, Latrobe, Pa.

INDEPENDENT PNEUMATIC TOOL CO., 175 State St., Aurora, Ill.

INDEPENDENT PROTECTION CO., INC., 1603-09 S. Main St., Goshen, Ind.

INDIANA STEEL & WIRE CO., Muncie, Ind.

INDUSTRIAL DEVICES, INC., 982 River Rd., Edgewater, N. J.

INDUSTRIAL ENGINEERING & EQUIPMENT CO., 24 Hanley Industrial Ct., St. Louis 17, Mo.
Florida, Tampa 1: Industrial Specialties Sales, 424 MacDill Ave., REdwood 6-1480 (Fla.)
Georgia, Atlanta 9: Kennon and Johnson, 7 Camden Rd., N.E., TRinity 4-5566 (Ala., Ga.)
Louisiana, New Orleans 19: J. P. Maguire Co., 3144 Paris Ave., Phone 288-2392 (Ala., La., Miss.)
Missouri, Kansas City 13: Kain Assoc., P. O. Box 7036, EMerson 1-3811 (Kans., Mo.)
Ohio, Cincinnati 15: Briggs Equip. Co., 8751 Brent Dr. (Brentwood, East), WEbster 1-7979 (Ky.)
Pennsylvania, Glenside (Philadelphia): John P. Clark Co., 124 S. Easton Rd., TUrner 7-1776 (Del.)
Pennsylvania, Pittsburgh 24: V. E. Hendrickson Co., 4112 Liberty Ave., MUseum 1-9333 (W. Va.)
Texas, Corpus Christi: L. S. Pawkett & Co., P. O. Box 3476, Kleberg Sta., TUlip 4-3166 (Texas)
Texas, Dallas 4: Harold O. Knape & Co., 2615 Routh St., RIverside 7-7596 (Okla., Texas)
Texas, San Antonio 12: L. S. Pawkett & Co., 1927 N. St. Mary's, CApitol 6-1291 (Texas)
Tennessee, Memphis 3: Lloyd Fitts, 724 M & M Bldg., JAckson 7-3729 (Ark., Miss., S. C., Tenn.)
Tennessee, Nashville 3: William C. Armistead Co., 103 16th Ave., S., CHapel 2-5000 (Tenn.)
Virginia, Arlington 7: George R. Walz, 3741 N. Oakland, JAckson 5-2454 (D.C., Md., Va.)

INDUSTRIAL PRODUCTS CO., 2820 N. Fourth St., Philadelphia 33, Pa.

INFRAGLASS HEATER CO., INC., 350 S. Sanford St., Pontiac, Mich.

INGALLS IRON WORKS, 620 4th Ave., S., Birmingham, Ala.
Alabama, Birmingham: R. P. Sandefur, 620 Fourth Ave., S., FAirfax 2-3301 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)

INGERSOLL-RAND CO., 11 Broadway, New York 4, N. Y.
Alabama, Birmingham 3: 1700 3rd Ave., S., FAirfax 3-2576 (Ala., Fla., Miss., S. C.)
Georgia, Atlanta 5: 3131 Maple Dr., N.E., CEdar 7-8601 (Ga.)
Louisiana, New Orleans 25: 960 S. Genois St., HUnter 8-0885 (Ala., Fla., La., Miss.)
Louisiana, Shreveport: 212 Johnson Bldg., Phone 425-7785 (Ark., La., Texas)
Maryland, Timonium: 4 W. Aylesbury Rd., CLearbrook 2-1881 (Md., Va., W. Va.)
Missouri, Kansas City 5: 1012 Baltimore Ave., Victor 2-9325 (Kans., Mo.)
Missouri, St. Louis 32: 1515 Page Industrial Blvd., HArrison 9-4200 (Ark., Ky., Miss., Mo., Tenn.)
Ohio, Cincinnati 6: 428 McGregor Ave., PLaza 1-8060 (Ky.)
Oklahoma, Tulsa 20: 407 S. Peoria Ave., LUther 7-0157 (Kans., Okla., Texas)
Pennsylvania, Philadelphia 3: 2037 Chestnut St., LOcust 7-7535 (Del.)
Pennsylvania, Pittsburgh 22: 932 Penn Ave., ATlantic 1-9070 (Ky., Md., Va., W. Va.)
Tennessee, Knoxville 24: 412 W. Jackson Ave., Phone 3-3145 (Ky., N. C., Tenn., Va.)
Texas, Beaumont: 2510 Broadway, TErminal 3-9441 (La., Texas)
Texas, Corpus Christi: 4540 Baldwin Blvd., TUlip 3-6593 (Texas)
Texas, Dallas 7: 8901 Director's Row, FLeetwood 7-9251 through 60 (Ark., La., Texas)
Texas, El Paso: 2100 Wyoming Ave., KEystone 2-3673 (Texas)
Texas, Houston 27: 4211 Richmond Ave., MOhawk 7-8341 (La., Texas)
Texas, Midland: 606 W. Missouri St., MUtual 2-0567 (Texas)
Virginia, Richmond 30: 3431 W. Leigh St., ELgin 5-7871 (N. C., Va.)

INSTRUMENT MASTERS, INC., 11 Hamburg Turnpike, Riverdale, N. J.

INSULATION MANUFACTURERS CORP., Inmanco Div., 565 W. Washington Blvd., Chicago 6, Ill.
Georgia, Atlanta 18: Electrical Insulation Suppliers, Inc., 500 Means St., N.W., JAckson 5-2707 (Ala., Fla., Ga., Ky., La., Miss., N. C., S. C., Va.)
Missouri, Kansas City 6: Complete-Reading Electric Co., Inc., 718 Tracy Ave., GRand 1-5966 (Ark., Kans., Mo.)
Missouri, St. Louis 10: White Supply Co., 4343-4347 Duncan St., FRanklin 1-2616 (Ark., Ky., Mo., Okla., Tenn.)
Oklahoma, Oklahoma City 4: Butts Electric Supply Co., Main and Pennsylvania Streets (Okla., Texas)

INSUL-CELL MANUFACTURING CO., 2917 W. Jackson St., Muncie, Ind.
Indiana, Muncie: Oren Corp., 2921 W. Jackson St., AT 8-9989 (Ky., S. C., Tenn., Va., W. Va.)

INSUL-8-CORP., 867 American St., San Carlos, Calif.
Alabama, Birmingham 9: Eugene T. Sharley, P. O. Box 5987, Homewood Sta. (Ala., Tenn.)
Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., Rm. 202 Terminal Warehouse Bldg., 500 E. Markham St., FRanklin 5-1383 (Ala., Ark., Fla., La., Miss., Tenn.)
District of Columbia, Washington 6: J. D. Diamond, Rm. 803 Du Pont Circle Bldg., 1346 Connecticut Ave., N.W., AD 4-7242 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)
District of Columbia, Washington 6: William E. MacDonald & Co., 1835 "K" St., N.W., FEderal 3-8385 (D.C., Md., Va.)
Florida, Coral Gables: Fyler Anson, 4210 Laguna St., HI 3-7042 (Fla.)
Georgia, Atlanta: J. J. Perry, Jr., 45 1st St., N.E., TRinity 5-4848 (Ga.)
Kentucky, Louisville 1: Martin A. Cedar, 2520 W. Market St., SPring 8-1671 (Ky.)
Louisiana, Baton Rouge: Gregory-Salisbury, 2621 Highland Rd., P. O. Box 1126, Dickens 2-2873 (Ala., Ark., Fla., La., Miss., Tenn.)
Louisiana, New Orleans: Gregory-Salisbury, 820 Julia St., Phone 524-5207 (Ark., Fla., La., Miss., Tenn.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, P. O. Box 9751, EMerson 2-1671 (Ala., Ark., Fla., La., Miss., Tenn.)
Missouri, Kansas City 9: E. L. Polsinelli Co., 1607 E. 39th St., WAbash 1-2121 (Kans., Mo.)
Missouri, St. Louis: A. M. McIntyre, Inc., 1110 S. Brentwood Blvd., PArkview 5-9695 (Mo.)
South Carolina, Greenville: Fred E. Schroeder, 130 Capers St., P. O. Box 3142, Sta. A, CEdar 5-1131 (N. C., S. C.)
Tennessee, Memphis 6: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E., P. O. Box 10166, WHitehall 8-0496 and WHitehall 8-0497 (Ala., Ark., Fla., La., Miss., Tenn.)
Texas, Dallas 3: T. R. Butzberger, P. O. Box 8193, AD 5-4734 (Okla., Texas)

INTEGRATED CEILINGS, INC., 11766 West Pico Blvd., Los Angeles 64, Calif.
Alabama, Birmingham 5: Ryall S. Morgan, P. O. Box 3206, ALpine 1-7689 (Ala.)
Florida, Fort Lauderdale: Qualmann & Pula Assoc., Inc., 2400 N.E. 26th Ave. (Fla.)
Louisiana, New Orleans: Associated Manufacturers Agents, 900 Carondelet St., Phone 522-6287 (La., Miss.)
Missouri, Kansas City: Devine Lighting, Inc., 115 W. 17th St., HArrison 1-2266 (Ark., Kans.)
New Jersey, Haddonfield: Richard E. Magnell & Assoc., 177 Upland Way, HAzel 9-1619 (Del., D.C., Md.)
North Carolina, Raleigh: William G. Crenshaw, P. O. Box 6041, TEmple 3-8941 (N. C., S. C.)
Texas, Dallas 14: Charles Robison, Jr., P. O. Box 9715 (Okla., Texas)

INTERNATIONAL HARVESTER CO., 180 N. Michigan, Chicago, Ill.

INTERNATIONAL LIGHTING, INC., 1825 N. 19th St., St. Louis 6, Mo.

INTERNATIONAL METAL HOSE CO., 520 Goodrich Rd., Bellevue, Ohio (See advertisement on page 103)
Florida, Miami 42: Deco Sales Co., 3615 N.W. 47th St., NEwton 5-1308 (Ga.)
North Carolina, Charlotte 5: Hammond-Hasbrouck Co., 1109 N. Alexander St., EDison 2-7535 (N. C., S. C.)
Pennsylvania, Philadelphia 23: Isenberg-Thurlow, 635 N. 19th St., WA 5-3053 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 5: Clayton & Co., Berry & Windgap Rd. (Va., W. Va.)
Texas, Houston 1: Brenner Electrical Sales Co., 305 Velasco, CApitol 5-0766 (La., Okla., Texas)

INTERNATIONAL NICKEL CO., INC., 67 Wall St., New York 5, N. Y.

INTERNATIONAL OIL BURNER CO., 3800 Park Ave., St. Louis 10, Mo.
(Request inquiries sent to address given)

INTERNATIONAL PAPER CO., Box 231, De Ridder, La.
Kansas, Wichita: E. H. Steele, 2203 Menlo Dr., FOrest 3-1048 (Kans., Okla.)
Louisiana, De Ridder: R. S. Sailor, 604 N. Texas St., Phone 6342 (Ark., La., Miss., Texas)
Missouri, Bridgeton: C. E. Adams, 2720 Lakeport Rd., THornwall 5-7168 (Ark., Mo.)
Missouri, Joplin: T. E. Brown, 2720 Lakeport Rd., MAyfair 4-6242 (Ark., Kans., Mo., Okla.)

Texas, Fort Worth: C. W. Walls, 5708 Wheaton Dr., AXminster 2-4809 (Okla., Texas)
Texas, Houston: R. L. Cooper, 4039 Bluebonnet, MAdison 3-4213 (Texas)

INTERNATIONAL REGISTER CO., 2620 W. Washington Blvd., Chicago 12, Ill.
Arkansas, Little Rock: C. B. Young Sales Co., 2524 Blackwood Rd. (Ark.)
Florida, Coral Gables 46: J. H. Akerman, 813 Sistina Ave. (Fla.)
Georgia, Atlanta 13: Charles L. Woodyard, 161 Simpson St., N.W. (Ala., Ga.)
Kentucky, Covington: Hackman Electrical Sls. Co., 47 Paul Hesser Dr. (Ky.)
Louisiana, New Orleans 19: E. J. Hagan Co., 2837 Banks St. (La., Miss.)
Missouri, Kansas City 15: Stover-Andrews & Co., 1401 Fairfax Tfcwy., Bldg. A (Kans., W. Mo.)
Missouri, Kirkwood 22: Ray Martin Co., 210 Kirkwood Bank Bldg. (E. Mo.)
North Carolina, Charlotte 8: E. F. Lombardi, P. O. Box 8121 (N. C., S. C.)
Oklahoma, Jenks: Wayne G. Parker Co., P. O. Box 518 (Okla.)
Pennsylvania, Philadelphia 4: William C. Welde & Sons, 120 N. 32nd St. (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 12: H. W. Groetzinger Co., 410 E. General Robinson St. (W. Va.)
Tennessee, Nashville: Matthews Agency, Box 386, 714 Allison St.
Texas, Dallas 15: Valkus-Kissel Co., 1711 Kelly St. (Texas)

INTERNATIONAL RESISTANCE CO., 401 N. Broad St., Philadelphia 8, Pa.
Colorado, Denver 22: Electronic Component Sales, 2149 S. Clermont, SKyline 7-1261 (Texas)
Georgia, Atlanta 3: Hollingsworth & Still, 508 Whitehead Bldg., MUrray 8-5878 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Kansas, Mission: Halgin Sales Co., 5920 Nall, Rm. 311, RAndolph 2-2441 (Kans., Mo.)
Ohio, Cleveland 7: Baehr-Greenleaf & Assoc., 14700 Detroit Ave., ACademy 1-9030 (Ky.)
Pennsylvania, Philadelphia 8: International Resistance Co., 401 N. Broad St., WA 2-8900 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 34: Jack Covert Associates, 320 Jonquil Pl., LEhigh 1-4471 (Md., W. Va.)
Texas, Dallas: Jack F. McKinney Sales Co., 1303 Chemical St., RIverside 1-1368 (Ark., La., Miss., Okla.)

INTERSTATE DROP FORGE CO., Special Products Div., 4051 N. 27th St., Milwaukee 16, Wis.
Colorado, Denver 9: H. C. Guire, 715 S. York St. (Texas)
District of Columbia, Washington 5: Andrew H. Baxter, 412 Albee Bldg. (D.C., Md., Va., W. Va.)
Florida, Miami 32: Thomas H. Bowen, 190 S. E. 14th Ter. (Fla.)
Florida, Orlando: Thomas H. Bowen, 1707 Gurtler Court, P. O. Box 2811 (Fla.)
Georgia, Smyrna: Wayne Johnson & Assoc., P. O. Box 201 (Ala., Ga., N. C., S. C., E. Tenn.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd. (Ky.)
Louisiana, Metairie: R. C. Hauk, P. O. Box 9272 (La., Miss.)
Missouri, Kansas City: Williams & McKinley Sales Co., 417 Grand Ave. (Kans., Mo.)
Oklahoma, Oklahoma City: Robert C. Ramsey, 819 N. Virginia, P. O. Box 8551 (Okla., Texas)
Pennsylvania, Havertown: Robert F. Leahy, 237 Wendover Dr. (Del.)
Tennessee, Memphis: W. J. O'Brien, P. O. Box 8121 (Ark., Miss., Tenn.)

INTERSTATE RUBBER PRODUCTS CORP., 908 Avila St., Los Angeles 12, Calif.

IONAC CHEMICAL CO., A Div. of Pfaudler Permutit, Inc., Birmingham, N. J.
Florida, Tallahassee: Edward Petrie, 1108 Miccosukee Rd., Phone 2-1143 (Fla.)
Georgia, Atlanta 5: Charles P. Keith, 3131 Maple Dr., Rm. 106, CEdar 7-3321 (Ga., S. C., Tenn.)
North Carolina, Greensboro: C. Russell Poore, 431½ Walker Ave., Phone 769-6471 (N. C., S. Va.)

IONIC ELECTROSTATIC CORP., 111 Monroe St., Garfield, N. J.
Indiana, Indianapolis 22: Ionic Midwest Corp., 450 N. Somerset Ave., MElrose 9-3315 (Mo.)
Pennsylvania, Glenside: Industrial Finishing Systems, Inc., 141 E. Glenside Ave., WA 7-3439 (Md.)

IRWIN AUGER BIT CO., 92 Grant St., Wilmington, Ohio
Maryland, Baltimore 2: Peterson & Lowe, 22 Light St., LExington 9-6164 (Ala., Ark., Fla., Ga., La., Miss., N. C., Okla., S. C., Tenn., Texas, Va.)
Missouri, Kansas City 14: The Fred G. Wooster Co., 7341 Broadway, DElmar 3-8260 (Kans., Mo.)
New York, New York 7: The A. P. Henricks Co., 78 Reade St., REctor 2-9629 (Del., D. C., Md., W. Va.)

J

J-B-T INSTRUMENTS, INC., 133 Hamilton St., New Haven 8, Conn.

JACK & HEINTZ, INC., 17600 Broadway, P. O. Box 6719, Cleveland 1, Ohio
District of Columbia, Washington 5: Thomas S. Pendergast, 1401 "K" St., N.W., District 7-5514 (Del., D.C., Md., Va.)
Georgia, Atlanta 9: Gerald B. Smith, 1430 W. Peachtree St., N.W., Rm. 613, Phone 872-7025 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Ohio, Dayton 10: Charles R. Dunfee, 2640 St. Charles Ave., CLearwater 4-4181 (Ky., W. Va.)
Texas, Dallas 6: Richard S. Seger, 6300 N. Central Expressway, EMerson 8-2876 (Ark., Kans., La., Mo., Okla., Texas)

JACKSON ELECTRICAL CO., 900-910 W. Van Buren St., Chicago 7, Ill.
Louisiana, New Orleans 25: Orlick-Kolmaister, Inc., 2536 Poydras St., JAckson 5-7934 (Ala., Ark., Fla., Ga., N. C., Okla., S. C., Texas, Va.)
Louisiana, New Orleans 12: Charles K. Ramond Co., 1021 Carondelet Bldg., RAmond 8197 (La., Miss.)
Pennsylvania, Pittsburgh 6: S. H. Stover, 5495 Penn Blvd. (W. Va.)

JACKSONVILLE METAL & PLASTICS CO., 575 Dora St., Jacksonville, Fla.

JAY LIGHTING MFG. CO., INC., 25 Quincy St., Brooklyn 38, N. Y.
Colorado, Denver 22: John Roth, 300 S. Forrest St., DU 8-1300 (Kans., Mo.)
Florida, Dania: George V. Knoblock, 195 N.E. 2nd St., WA 2-8517 (Fla.)
Florida, Miami Beach 41: Adolph Levantin, 8010 E. Dr., PLaza 7-3919 (Ala., Ga., Tenn.)
Louisiana, New Orleans 13: Al Everade, 1131 Thalia St., Phone 524-1188 (Ala., La., Miss.)
New York, Belle Harbor 94: Wally Spanier, 458B 140th St., NEptune 4-6259 (Del., D. C., Va.)
New York, Brooklyn: Sid Levitt, 800 Ave. "H", GEdney 4-0798 (Ky., Mo.)
North Carolina, Charlotte: Robert Pierce, P. O. Box 6043, EMerson 6-3290 (N. C., S. C.)
Texas, Dallas 19: Whitlow-Briscoe, 4227 Herschel St., LAkeside 6-2436 (Okla., Texas)
Texas, Houston 6: Robert E. Kirby, 2703 Kipling, JA 6-1589 (Texas)
West Virginia, Huntington: Marvin Fuller, 1438 Harvey Rd., JA 3-3124 (W. Va.)

JAY METALCRAFT CO., P. O. Box 35, Houston, Pa.

JEANNETTE SHADE & NOVELTY CO., North Fourth St., Jeannette, Pa.

JEFFERSON ELECTRIC CO., 840 25th St., Bellwood, Ill.
Florida, Miami 35: Meyer Sales Service, Inc., 2726 W. Flagler St., Highland 3-9418 (Fla.)
Georgia, Atlanta 3: L. Morris Landers Co., 251 Spring St., S.W., MUrray 8 9112 (Ala., N.W. Fla., E. Tenn.)
Louisiana, New Orleans 12: Charles E. Corrigan, Jr., 321 N. Diamond St., JAckson 5-5644 (La., S. Miss.)
Missouri, Kansas City: James A. Ekstrom, 608 City National Bank Bldg., VIctor 2-8875 (Kans., W. Mo.)
North Carolina, Charlotte: W. H. Lassiter Sales Co., 5626 Londonderry Dr., P. O. Box 11014, FRanklin 5-5031 (N. C., S. C., Va.)
Pennsylvania, Blue Bell (Philadelphia Area): Gerald D. Harnett, 621 Deaver Dr., MItchell 6-7577 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 34: David I. Martin, Martin Electrical Sales, P. O. Box 10405, LOcust 3-6262 (W. Va.)
Tennessee, Memphis 3: Southland Sales Agents, 1032 Falls Bldg., P. O. Box 165, JAckson 7-2935 (Ark., N.W. Ky., Miss., W. Tenn.)
Texas, Dallas: O. D. Richeson, 3410 Rockbluff Dr., Greenwood Ter., EVergreen 1-6089 (Okla., Texas)

JENN-AIR PRODUCTS CO., INC., 1102 Stadium Dr., Indianapolis 7, Ind.

JERYL LIGHTING PRODUCTS, INC., 42 W. Cermak Rd., Chicago 16, Ill.

JET LINE PRODUCTS, INC., 305 Foster Ave., Charlotte, N. C.
Georgia, Atlanta: Edgar E. Dawes Co., 405 Rhodes Bldg., JA 4-7571 (Ala., Fla., Ga., S. C., Tenn.)
Kansas, Shawnee Mission: Norman Pattee, P. O. Box 9217 (Kans., Mo.)
Louisiana, New Orleans 10: Richard Ong, 643 N. Scott St., HU 6-1472 (La., Miss.)
Louisiana, Shreveport: William B. Wakeman, P. O. Box 759 (Ark., N. Miss.)
Maryland, Lutherville: Howard Sutphin, 7205 Charles St., VA 5-1599 (Del., D.C., Md.)
Missouri, St. Louis: Elmer Scheetz, Jr., 11532 Placer St., CO 1-1899 (E. Mo.)
North Carolina, Charlotte: Louis J. Coleman, 316 Scofield Rd., FR 5-4317 (N. C.)
Ohio, Mansfield: H. L. Gobeille, 514 Chevy Chase (Ky.)
Oklahoma, Tulsa: Stewart-Trainor Co., 1347 S. Boston (Okla.)
Pennsylvania, Pittsburgh 35: Ronald E. Grinder, 220 Highland Rd. (W. Va.)
Texas, Dallas: Jack Grattan, 1016 S. Lamar, RI 7-0276 (N. Texas)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CA 7-4173 (S. Texas)
Virginia, Richmond: Hugh Snapp, 600 Horsepen Rd., AT 2-5068 (Va.)

JOHNS-MANVILLE CORP., 22 East 40th St., New York 16, N. Y.
Alabama, Birmingham: Robert W. Allen, 2124 Highland Ave., Berkley Apts., ALpine 4-3101 (Ala., Miss., W. Tenn.)
Florida, Fort Lauderdale: Phillip H. Weber, 91 Isle of Venice, Ponce de Leon Apts., JA 2-6523 (Fla.)
Georgia, Atlanta 9: David H. Somerville, 1178 Piedmont Ave., N.E., Apt. 3C, TRinity 2-9852 (Ga., E. Tenn.)
North Carolina, Charlotte 9: Jules W. Corey, 2227 Collingdale Pl., Phone 523-4376 (N. C., S. C., Va.)
Oklahoma, Tulsa 5: Richard W. Erickson, 5503 S. Owasso Ave., RIverside 2-8528 (Ark., Okla.)
Texas, Dallas 34: E. P. Brunner, Jr., 3225 Damascus Way, CH 7-5983 (Texas)
Texas, Dallas 4: Hirsig-Frazier Co., Inc., 4333 Belmont Ave., TAylor 4-0117 (Ark., La., Okla., Texas)
Texas, Houston 17: James O. Kircher, 4102 Meineke St., (Home) Mission 9-8487 (La., Texas)

JOHNS-MANVILLE CORP., Dutch Brand Div., 22 East 40th St., New York 16, N. Y.
Alabama, Birmingham: James A. Kennedy, 1288 49th Pl., S., LY 2-4660 (Ala., Miss.)
Alabama, Birmingham: Wells Electric Supply Co., 2430 2nd Ave., S.
Alabama, Dothan: Mack Electric Supply, Inc., 412 N. Foster St.
Alabama, Mobile: Hill-Soberg Co., Inc., 500 N. Conception St., AG 8-9778

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Florida, Fort Lauderdale: Atlas Electric Supplies, 701 N.E. 2nd Ave., JA 4-1255 (Fla.)
Florida, Jacksonville: Southland Electric Supply, 163 Stockton St. (Fla.)
Florida, Jacksonville: G. W. Sturm, P. O. Box 4878, EV 7-1161 (N. Fla.)
Florida, Miami: W. P. Wilson, 18621 N.W. 8th Ct., NA 1-9320 (S.E. Fla.)
Florida, Pensacola: Trio Electric Supply, Inc, 5208 Sycamore Dr., GL 6-6644
Florida, Tampa: Florida Electric Supply Co., P. O. Box 2602
Florida, Tampa: R. C. Warren, P. O. Box 10207, Phone 65-9651 (S.W. Fla.)
Georgia, Atlanta: The Electric Supply Co., 128 Walton St., JA 4-5041
Georgia, Atlanta: Bill Harrington, 1981 Dering Cir., N.E. (Ga.)
North Carolina, Charlotte: Mill Power Supply Co., P. O. Box 1339
North Carolina, Charlotte: Jim Woolard, 3920 Foxford Rd., KE 7-4607 (N. C.)
South Carolina, Charleston: The Cameron & Barkley Co., 160 Meeting St.
Tennessee, Chattanooga: Mills & Lupton, 749 E. 12th St., AM 6-6171
Tennessee, Knoxville: Jones & Lee Supply Co., Inc., 1104 McCalla Ave., Phone 4-5566
Tennessee, Knoxville: Ray Moores, 7617 Kingsburg Dr., Phone 588-7645 (Tenn.)
Tennessee, Nashville: Braid Electric Co., 1100 Demonbreun Viaduct, CH 2-6511

JOHNSON PLASTIC LIGHT CORP., 3412 "J" St., Philadelphia, Pa.

JOHNSON-MARCH CORP., 3108 Market St., Philadelphia 4, Pa.

JOLECO CORP., 2517 Baldwin St., St. Louis 6, Mo.

JONES METAL PRODUCTS CO., West Lafayette, Ohio
(See Abolite Lighting Div.)

JORDAN BROTHERS, INC., 74 Beekman St., New York, N. Y.

JORDAN INDUSTRIES, INC., 3030 N.W. 75th St., Miami 47, Fla.
Florida, Miami: Martin J. Rolnick, 17601 N.W. 11th Ave. (Fla.)
Georgia, Atlanta: Kulman Brokerage Co., 95 Bennett St., N.W. (Ala., Ga.)
Indiana, Indianapolis: Arthur F. Hearn, 6731 E. 46th St. (Ky.)
Louisiana, New Orleans 10: Al Levin & Assoc., P. O. Box 1279 (La., Miss.)
Maryland, Towson: Bayne Joyes & Co., 602 Woodbine Ter. (D. C.)
Missouri, Kansas City 13: Harold L. Anderson, P. O. Box 7082, Country Club Sta. (Kans., Mo.)
North Carolina, Greensboro: C. R. Biddle, Route 4, Box 535-A (N. C., S. C., Va.)
Pennsylvania, Pittsburgh: L. L. Hartstein & Assoc., 401 N. Euclid Ave. (W. Va.)
Tennessee, Nashville: Cornelius C. Appfel, 4433 E. Brookfield Dr. (Tenn.)
Texas, Dallas 15: Fain Assoc., Inc., 2434 S. Harwood (Ark., Okla., Texas)

JOSLYN MFG. & SUPPLY CO., 155 N. Wacker Dr., Chicago 6, Ill.
Alabama, Birmingham 1: J. E. Budden, 2222 Vanderbilt Rd., P. O. Box 1810, VI 1-6491 (Ala.)
Alabama, Birmingham 1: B. S. Leach, 2222 Vanderbilt Rd., P. O. Box 1810, VI 1-6491 (Ala.)
Alabama, Birmingham 1: P. H. Robbins, 2222 Vanderbilt Rd., P. O. Box 1810, VI 1-6491 (Ala.)
Arkansas, Little Rock: R. J. Hughes, P. O. Box 1765, LOcust 5-5958 (Ark.)
Florida, Jacksonville 10: R. H. Broome, 4753 Burgundy Rd., SPring 1-3333 (Fla.)
Florida, Miami: J. D. Griffin, 111 N.E. 2nd Ave., Rm. 914 Congress Bldg., FRanklin 7-3882 (Fla.)
Florida, St. Petersburg 3: K. P. Clements, 1401 77th Ave., N., HEmlock 5-3451 (Fla.)
Georgia, Atlanta 10: R. H. Crowe, 660 Murphy Ave., S.W., PLaza 8-3436 and PLaza 5-1331 (Ga., S. C.)
Georgia, Atlanta 10: L. B. Schemmel, 660 Murphy Ave., S.W., PLaza 8-3436 and PLaza 5-1331 (Ga.)
Georgia, Atlanta 10: F. O. Weaver, 660 Murphy Ave., S.W., PLaza 8-3436 and PLaza 5-1331 (Ga., S. C.)
Kansas, Wichita: D. J. Mazanec, 3110 Carlock St., TEmple 8-4972 (Kans.)
Kentucky, Lexington: Lloyd O. Sisk, 2069 Heatherway, Phone 7-1577 (Ky.)
Louisiana, New Orleans 23: G. Y. Blaize, 6141 Jefferson Hwy., VErnon 5-7206 (La.)
Louisiana, New Orleans 23: M. A. Jacob, 6141 Jefferson Hwy., VErnon 5-7206 (Ark., La., Miss.)
Louisiana, New Orleans 23: T. C. Pemberton, 6141 Jefferson Hwy., VErnon 5-7206 (Ala., Fla., La.)
Mississippi, Jackson 3: Becker Drane, 731 Wingfield St., FLeetwood 3-4128 (Miss.)
Missouri, Creve Coeur 41: B. L. Brown, 15 Lawrence Dr., HEmpstead 2-2135 (Mo.)
Missouri, North Kansas City: F. M. Cooper, 1744 Iron St., GRand 1-4060 and GRand 1-4062 (Mo.)
Missouri, North Kansas City: K. A. Miller, 1744 Iron St., GRand 1-4060 and GRand 1-4062 (Kans., Mo.)
Oklahoma, Oklahoma City 8: D. W. Brooks, P. O. Box 2715, Stockyards Sta., CEntral 6-4984 (Okla.)
Tennessee, Memphis 8: B. H. Rickman, 2533 Matthews Ave., FAirfax 4-5509 and FAirfax 4-5500 (Tenn.)
Tennessee, Nashville: J. E. Haley, 1123 Church St., Rm. 205 Tuck Bldg., ALpine 5-8513 (Tenn.)
Texas, Amarillo: Paul Carson, 428 Amarillo Bldg., P. O. Box 2467, DRake 6-9475 (Texas)
Texas, Austin 2: J. H. Jamison, 1704 Larkwood Ct., GLendale 2-2253 (Texas)
Texas, Dallas 15: W. A. McCarter, 2101 Corinth St., HAmilton 1-2106 (Texas)
Texas, Dallas 15: Len Powell, 2101 Corinth St., HAmilton 1-2106 (Texas)
Texas, Houston 25: C. A. Rhoads, 3735 Aberdeen Way, MOhawk 7-1290 (Texas)
Virginia, Alexandria: P. Knowles, 6 W. Rosemont Ave., KIng 8-3020 (Del., D.C., Md., Va.)
Virginia, Lynchburg: S. B. Loyd, 823 Church St., VIctor 5-2833 (Va.)
Virginia, Richmond 9: A. H. Wood, P. O. Box 1160, ELgin 8-2335 (Va.)
Virginia, Richmond 9: R. P. Wood, P. O. Box 1160, ELgin 8-2335 (N. C., Va.)

JOY MANUFACTURING CO., 1201 Macklind Ave., St. Louis 10, Mo.
Alabama, Birmingham: Crandall Engrg. Co., 601 N. 10th St., P. O. Box 1712, ALpine 1-9262 (Ala., Fla.)
Florida, Lakeworth: J. R. McMaster, Jr. & Assoc., P. O. Box 1054, JUstia 5-8016 (Fla.)
Georgia, Atlanta: O. V. Scott, 305 Techwood Dr., N.W., JAckson 4-7517 (Ga., S. C.)
Louisiana, New Orleans 23: Duke Philibert & Co., 10004 Judy Dr., Phone 214-5018 (La., Miss.)
Missouri, Kansas City: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans., Mo.)
Missouri, St. Louis 10: J. S. Harrell, 1201 Macklind Ave., MIssion 5-6670 (Ky., Mo.)
Missouri, St. Louis 10: R. E. Link, 1201 Macklind Ave., MIssion 5-6670 (W. Va.)
North Carolina, Charlotte 1: Harold W. Sheats, P. O. Box 1436, JAckson 3-2414 (N. C., S. C.)
Ohio, Cincinnati: Phister & Riggs, Inc., 709 Temple Bar Bldg., GArfield 1-3850 (Ky.)
Pennsylvania, Philadelphia 2: C. A. Bayer, 1420 Walnut St., PEnnypacker 5-1414 (Del., D. C., Md., Va.)
Pennsylvania, Pittsburgh 36: H. E. Ransford Co., 5400 Clairton Blvd., TUxedo 4-3425 (W. Va.)
Tennessee, Memphis 17: Jones & Sweany, Inc., 4711 Poplar Ave., Office 7, MUtual 2-6655 (Ark., Miss., Tenn.)
Texas, Houston: C. H. Burris, P. O. Box 19124, ORchard 4-4500 (Okla., Texas)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd. (Va.)

JUSTRITE MFG. CO., 2061 N. Southport Ave., Chicago 14, Ill.
Florida, Orlando: Graham Barr, 41 Interlaken Rd., CY 3-8140 (Fla.)
South Carolina, St. Matthews: W. I. Stone, Jr., 405 E. Bridge St. (N. C., S. C.)
Tennessee, Gallatin: R. E. Vaughn, Nashville Pike, P. O. Box 622 (Ala., Ga., Ky., Tenn.)
Tennessee, Nashville 3: Phillip L. Parsons, 1717 West End Bldg., Rm. 108 (Miss.)
Tennessee, Nashville: Coleman R. Perry, 622 Enquier Ave., AMherst 9-3958 (Miss.)
Texas, Arlington: Robert G. Ealem, 1708 Robin Rd. (Ark., Kans., La., Okla., Texas)

K

K-B LIGHTING MFG. CO., 2101 Byberry Rd., Philadelphia 16, Pa.

KPF ELECTRIC CO., 1624 E. Alpine Ave., Stockton 5, Calif.

K S M PRODUCTS, INC., 301 New Albany Rd., Moorestown, N. J.
Alabama, Birmingham 3: James C. Vuncanon, 512 N. 18th St., ALpine 1-5815 (Ala., Fla., Miss., Tenn.)
Georgia, Atlanta 5: Carl H. Ohly, 254 E. Paces Ferry Rd., N.E., CEdar 3-2547 (Fla., Ga., N. C., S. C., Tenn.)
Louisiana, New Orleans: Alfred W. Atkins, Jr., 2937 Bruxelles, WHitehall 3-1073 (Ala., La., Miss.)
Maryland, Baltimore: Penrose W. Reagan, 200 E. Lexington St., PLaza 2-4200 (Del., D.C., Md.)
Missouri, St. Louis 1: John R. Caulfield, 705 Olive, MAin 1-4246 (Ky., Mo.)
Ohio, Cincinnati 2: Earl J. Wells, 432 Walnut St., DUnbar 1-8745 (Ky., W. Va.)
Oklahoma, Tulsa 5: John Daugherty, 4407 S. Peoria, RIverside 2-7841 (Ark., Kans., Mo., Okla., Texas)
Texas, Houston: Michael J. Boni, 3406 Yellowstone, RIverside 7-4063 (Texas)
Virginia, Richmond 19: Robert L. Welsh, 521 Main St., Phone 643-4530 (N. C., Va., W. Va.)

KAISER ALUMINUM & CHEMICAL SALES, INC., 300 Lakeside Dr., Oakland 12, Calif.
Alabama, Birmingham: M. D'Angelo, 1137 S. Shadesview Ter., ALpine 2-5196 (Ala., Fla.)
Florida, Miami: E. B. Phillips, 1400 N.W. 36th St., NEwton 3-3431 (Fla.)
Florida, Tampa: P. A. Jordan, 3417 Beach Dr., Phone 68-5131 (Fla.)
Georgia, Atlanta: R. C. Kolze, 1375 Peachtree St., N.E., TRinity 3-1561 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., S. C., Tenn., Va., W. Va.)
Georgia, Atlanta: R. A. McDuffie, 1375 Peachtree St., N.E., TRinity 3-1561 (Ga.)
Louisiana, Metairie: E. L. Gilmore, 1701 David Dr., VErnon 1-1949 (La.)
Mississippi, Jackson: L. M. Crawford, 227 Sewanee Dr., FL 3-1822 (Ala., La., Miss.)
North Carolina, Charlotte: T. G. Hartsock, 1301 E. Morehead St., FRanklin 5-7358 (N. C., S. C.)
Tennessee, Chattanooga: W. E. Bartlett, 7306 Elaine Cir., OXford 8-6181 (Ala., Ga., Tenn.)
Texas, Amarillo: R. R. Snider, 3705 Lenwood, FL 6-7121 (Texas)
Texas, Dallas: D. C. Keenan, 9208 Chancellor Row, FL 2-8495 (Okla., Texas)
Texas, Dallas: O. R. St. John, 9208 Chancellor Row, FL 2-8495 (Ark., La., Texas)
Texas, Dallas: J. C. Stone, 9208 Chancellor Row, FL 2-8495 (Texas)
Texas, Houston: C. J. Bills, 3202 Weslayan, Suite 252, MO 6-0214 (La., Texas)
Texas, Houston: D. L. Knight, 3202 Weslayan, Suite 252, MO 6-0214 (Texas)
Texas, Houston: H. L. Martin, 3202 Weslayan, Suite 252, MO 6-0214 (Texas)

KALSAN ELECTRIC CO., INC., 146 Mott St., Oceanside, N. Y.
Georgia, Atlanta: C. H. Nichols & Assoc., 1277 Sells Ave., S.W., P. O. Box 1806, PLaza 5-2496 (Ala., Ga., Tenn.)
Kentucky, Louisville 5: R. V. Brown, 2543 Woodcreek Rd., GLendale 8-5690 (Ky.)
Louisiana, New Orleans 23: James H. Roan, P. O. Box 23083 (La., Miss.)
Missouri, St. Louis 9: E. M. Sales Co., 2725 Clifton Ave. (Mo.)
Oklahoma, Tulsa 4: C. E. Prutsman, 1708 E. 13th Pl., WE 9-4228 (Ark., Kans., Okla.)
Virginia, Chase City: Tri States Sales, Box 211, DR 2-4347 (N. C., Va.)

KATOLIGHT CORP., First Ave. & Chestnut St., P. O. Box 891-71, Mankato, Minn.

KAYLINE CO., 1241 E. 45th St., Cleveland 14, Ohio
Louisiana, New Orleans 16: Fred C. Baldridge, 525 Godchaux Bldg., JAckson 5-9258 (La., Miss.)
North Carolina, Greensboro: L. W. Roberts Co., 601 N. Elm St., BRoadway 2-5618 (N. C., S. C.)
Pennsylvania, Glenshaw: G & G Agency, Route 8, HUnter 6-3121 (W. Va.)
Pennsylvania, Philadelphia 15: Charles Abrams, 2114 Afton St., PIlgrim 2-5142 (Del., D.C., Md.)
Texas, Arlington: Edward W. Schneider, 3101 Smith-Barry Rd., CRestview 5-0926 (Texas)
Virginia, Richmond 20: L. W. Roberts Co., 300 W. Franklin St., MIlton 8-2214 (Va.)

JAMES R. KEARNEY CORP., 4236 Clayton Ave., St. Louis 10, Mo.
Alabama, Northport: Melvin T. Hartman, 12A Northwood, PLaza 2-4288 (Ala., E. Miss., S.W. Tenn.)
Arkansas, Pine Bluff: Fred P. Wiese, 920 W. Thirty-Seventh St., JE 4-4154 (Ark., La., W. Miss.)
Florida, Lake Wales: Carter-Moody Agency, Inc., 1053 Sunset Dr., Phone 25-291 (Fla., S. Ga.)
Florida, St. Petersburg 9: Carter-Moody Agency, Inc., 3317 Bayshore Blvd., N.E., ORange 1-1708 (Fla., Ga.)
Florida, Tallahassee: Carter-Moody Agency, Inc., 1707 N. Monroe St., Phone 385-2551 (Fla., Ga.)
Florida, Tampa: Carter-Moody Agency, Inc., 5011 Longfellow Ave., Phone 837-7951 (Fla., Ga.)
Georgia, Atlanta 5: Sam Frank, Sr., 4930 Long Island Ter., Phone 255-7769 (E. N. C.)
Georgia, Atlanta 5: [illegible] Kilmer, 295 Mt. Paran Rd., N.W., BL 5-[illegible] (Ga., W. N C., S. C., E. Tenn.)
Georgia, Atlanta 6: Grattan W. Rowland, 1104 Rosedale Rd., N.E., TRinity 2-1320 (Ga., S. C., E. Tenn.)
Kansas, Kansas City 6: W. S. Patton, Quivira Lake, MElrose 1-8159 (Kans., W. Mo., Okla.)
Kansas, Wichita 12: James G. Richter, 550 Peterson, PArkview 2-1131 (Kans., Okla.)
Kentucky, Lexington: Wayne M. Pederson, 342 Blueberry La., Phone 7-3958 (Ky., N.W. Tenn.)
Kentucky, Morganfield: Orville P. Dyer, 410 E. Main St., Phone 221 (Ky., N.W. Tenn.)
Louisiana, Metairie: Sam Frank, Jr., 2500 Massachusetts Ave., Phone 729-4631
Missouri, Affton 23: C. J. Kroepel, 6409 Lawnside, FLanders 3-8755 (S. Ill., E. Mo.)
Missouri, St. Louis 31: R. R. Kinyon, 11834 Conway Rd., HEmpstead 2-2648 (S. Ill., E. Mo.)
Missouri, Springfield: Harold Fisher, 1954 Prairie Lane, TUxedo 1-0576 (W. Mo., Okla.)
Pennsylvania, Bethlehem: Robert A. Mulkern, 2219 Barrington Rd., UNiversity 8-6576 (Del., E. Md.)
Pennsylvania, Pittsburgh 35: Continental Sales & Engineering, P. O. Box 10505, 211 Neibon, CHurchill 1-5660 (W. Md., W. Va.)
Texas, Austin 3: J. M. Steinhauser, 2604 St. Anthony, GReenwood 8-3645 (Texas)
Texas, Lubbock: Ralph E. Bernard, 3304 54th St., SWift 9-0561 (Texas)
Texas, Waco: Jack J. Owen, Jr., 3315 Austin Ave., PLaza 2-7543 (Texas)
Virginia, Richmond 26: A. J. Owings, Jr., P. O. Box 8746, ATlantic 8-3346 (D.C., N. C., Va.)

F. D. KEES MFG. CO., 700 Park St., Beatrice, Neb.

THE KELEK CO., 59 Davis Ave., Norwood Mass. (See advertisement on page 2)
District of Columbia, Washington 5: Rumsey Electric Co., 337 Southern Bldg., REpublic 7-8117 (D.C., E. Md.)
Georgia, Atlanta 3: Edgar E. Dawes and Co., 405 Rhodes Bldg., JAckson 4-7571 (Ala., Fla., Ga., S. C., E. Tenn.)
Kansas, Kansas City: E. L. Polsinelli Co., 1607 E. 39th St., WA 1-2121 (Kans., W. Mo.)
Louisiana, New Orleans: Associated Manufacturers Agents, P. O. Box 843, JAckson 2-6287 (La., S. Miss.)
Missouri, St. Louis 10: C. O. Leaver Co., 4030 Chouteau Ave., JEfferson 1-2040 (E. Mo.)
Texas, Dallas 15: Snoots-Woods Co., 2515 Clarence St., HAmilton 8-5108 (Ark., Okla., Texas)
Virginia, Richmond 20: Robert W. Fishburne, 1725 Arlington Rd., ELgin 5-6537 (N. C., Va.)

KELLUMS CO., INC., Stonington, Conn.
Alabama, Birmingham: Belcher & Assoc., Inc., 512 North 18th St., FAirfax 2-1733 (Ala.)
Florida, Jacksonville: Belcher & Assoc., 8751 Atlantic Blvd., RAymond 4-7811 (Fla.)
Florida, Miami: Belcher & Assoc., Inc., 61 N. E. 2nd St., FRanklin 1-7000 (Fla.)
Florida, St. Petersburg: Belcher & Assoc., Inc., 710 Central Ave., Phone 7-7575 (Fla.)
Georgia, Atlanta: Belcher & Assoc., Inc., 34 Peachtree St., N.W., JAckson 5-4221 (Ga.)

KELMAN ELECTRIC & MFG. CO., 1667 N. Main St., Los Angeles, Calif.

C. M. KEMP MFG. CO., Glen Burnie, Md.
Alabama, Birmingham 12: Andress-Mouat and Assoc., Inc., 112 S. 50th St., Phone 595-0541 (Ala., Fla., Ga., Tenn.)
Maryland, Baltimore 18: Jobe and Co., 2857 Greenmount Ave., BElmont 5-3502 (D.C., Md., Va.)
Missouri, St. Louis 17: Patton Equip. Co., Inc., 2333 S. Hanley Rd., MIssion 7-0080 (Mo.)
North Carolina, Charlotte 2: Hawkins Co., Inc., 314 W. Trade St., EDison 4-4626 (N. C., S. C.)
Oklahoma, Tulsa: Vanco Engrg. Co., 3311 E. 30th St., RIverside 7-0425 (Okla., Texas)
Ohio, Cincinnati 24: Albert A. Azar & Assoc., 1987 Connecticut Ave., KIrby 1-0124 (Ky.)
Pennsylvania, Philadelphia 2: Robert Arnold Assoc., Inc., 1530 Chestnut St., LOcust 7-0856 (Del.)
Pennsylvania, Pittsburgh 13: John R. Longenecker, 222 Lytton Ave., MAyflower 1-7117 (W. Va.)
Texas, Houston 23: J. C. Riley Co., Div. of J. T. Thorpe Co., 5440 Polk Ave., WAlnut 3-4623 (Ark., La., Texas)

KENBERT ARPAG CO., 520 Barretto St., Bronx 59, N. Y.

KENDALL CO., Polyken Sales Div., 309 W. Jackson Blvd., Chicago 6, Ill.
California, San Jose: R. A. Bartholdy, 7540 Orange Blossom Dr., AL 2-2961
Missouri, St. Louis 18: M. A. Reinke, 2253 Judith Ct., VE 2-2181
Tennessee, Memphis: E. B. Wimberly, 1541 Mt. Moriah

KENNECOTT COPPER CORP., 161 E. 42nd St., New York 17, N. Y.

KENT METAL MFG. CO., INC., 500 Johnson Ave., Brooklyn 37, N. Y.

KEONIG IRON WORKS, INC., P. O. Box 7726 B, Houston 7, Texas

KERITE CO., 30 Church St., New York 7, N. Y. (See advertisement on page 114)
Alabama, Birmingham: Shook & Fletcher Supply Co., 1814 First Ave., N., FAirfax 2-6722 (Ala., Ga.)
Florida, Lake Wales: Carter-Moody Agency, Inc., Box 512, Lake Wales 2-5291 (Ala., Fla., Ga.)
Florida, St. Petersburg 9: A. W. Kohler, 3317 Bayshore Blvd., N.E., ORange 1-1708 (Ala., Fla., Ga.)
Florida, Tallahassee: Frank Moody, 1707 N. Monroe St., Phone 224-6161 (Ala., Fla., Ga.)
Florida, Tampa 9: Stephen Watsey, 5011 Longfellow Ave., Phone 837-7951 (Ala., Fla., Ga.)
Missouri, St. Louis: G. F. Mickley, Syndicate Trust Bldg., 915 Olive St., GArfield 1-5344 (Kans., Mo., Tenn.)
Texas, Houston: F. T. Anderson, 4101 San Jacinto, JAckson 3-3823 (La., Miss., Okla., Texas)

KERRIGAN IRON WORKS CO., Lighting Products Div., 1033 Herman St., Nashville 2, Tenn.
Alabama, Birmingham 7: Gene Johnson Co. 2115 First Ave., S., FAirfax 4-1960 (Ala.)
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., FRanklin 4-8201 (Ark.)
District of Columbia, Washington 16: Frank C. McGrady, 6250 Mass Ave., N.W., OLiver 4-6631 (D.C., Md.)
Florida, St. Petersburg: T. A. Haish, P. O. Box 3971, Phone 7-3719 (Fla.)
Georgia, Atlanta: C. W. Lehner Co., 270 Peachtree Bldg., N.W., JAckson 4-2274 (Ga.)
Kentucky, Louisville: A. Lee Clifford & Co., 1905 Bardstown Rd., GLendale 4-3424 (Ky.)
Louisiana, New Orleans 25: Curtis H. Stout of La., 953 S. Clark St., Phone 482-3183 (La.)
Louisiana, Shreveport: Curtis H. Stout, Inc., P. O. Box 6044, Phone 425-5485 (La.)
Mississippi, Jackson 6: Curtis H. Stout, Inc., 706 Electric Bldg., FLeetwood 4-4326 (Miss.)
Missouri, Kansas City 11: Charles L. Ward Co., 3433 Roanoke Rd., VAlentine 1-8895 (Kans., Mo.)
Missouri, St. Louis: J. C. Korak Co., 4378 Lindell Blvd., FRanklin 1-5100 (Mo.)
North Carolina, Charlotte: Engineer Sales Co., P. O. Box 11406 (N. C.)
North Carolina, Raleigh: Engineer Sales Co., P. O. Box 10433 (N. C.)
Oklahoma, Tulsa: William E. Brice Co., 3216 E. 21st St., WEbster 9-0290 (Okla.)
South Carolina, Columbia: Engineer Sales Co., 715 Woodrow St., AL 3-4004 (S. C.)
South Carolina, Florence: Engineer Sales Co., 621 S. Irby St. (S. C.)
Tennessee, Memphis 3: Curtis H. Stout of Tenn., 718 M & M Bldg., JAckson 6-7601 (Tenn.)
Tennessee, Nashville: A. Lee Clifford & Co., 504 Crieve Rd., VErnon 2-5724 (Tenn.)
Texas, Houston: William E. Brice Co., 303 Bastrop St., CA 2-7321 (Texas)
Virginia, Richmond 25: Charles C. Laney Agency, 8424 Midlothian Pike, BRidge 2-0059 (Va.)

KETT TOOL CO., 5055 Madison Rd., Cincinnati 27, Ohio

KEYSTONE ELECTRIC MFG. CO., 2228 E. Tioga St., Philadelphia 34, Pa.
Alabama, Birmingham: William Neville, 247 American Life Bldg., ALpine 1-7979 (Ala.)
Florida, Fort Lauderdale: Qualman & Pula, 2400 N.E. 26th Ave., LOgan 4-5129 (Fla.)
Georgia, Atlanta: Joe Perry, 45 11th St., N.E., TRinity 5-4848 (Ala., Ga.)
Indiana, Indianapolis: Clyde Warble Assoc., 1637 Gent Ave., MElrose 2-1465 (Ky., W. Va.)
Kansas, Wichita 8: Walter Zimmerman, P. O. Box 3621, MUrray 3-3161 (Kans., Mo.)
Louisiana, New Orleans 19: Tom Hall, 517 S. Carrollton Ave., JAckson 2-9858 (La., Miss.)
Maryland, Baltimore 15: Ed Rubin, P. O. Box 2667, BElmont 5-4161 (D.C., Md.)
Missouri, Kansas City: Rich Mercer, 1810 Walker, MAyfair 1-5405 (Mo.)
North Carolina, Greensboro: Barber-Ayers Assoc., 826 Goldsboro St., Phone 273-3629 (N. C.)
Oklahoma, Tulsa 14: Tony D'Espenza, 2415 S. Norwood Ave., TEmple 6-5342 (Ark., Okla.)
Pennsylvania, Philadelphia: Penn Lighting Sales, 224 N. 16th St., LO 7-1120 (Del.)
South Carolina, Columbia: Jim Richardson, P. O. Box 5092, SUnset 2-1321 (S. C.)
Tennessee, Memphis: Tom Campbell, 1305 Faxon Ave., FA 7-9533 (Ark., Miss., Tenn.)
Tennessee, Memphis: Campbell-Smith Agency, 1305 Faxon Ave., FA 7-9533 (Ark., Miss., Tenn.)
Tennessee, Nashville: Campbell-Smith Agency, 3406 McGavock Pike, VErnon 2-1136 (Ark., Miss., Tenn.)
Texas, San Antonio: NuRo Co., 1927 North St. Mary's, CApitol 6-9822 (Texas)
Virginia, Richmond 35: Arthur Hoey, 3364 Cedar Grove Rd., BRidge 2-3449 (Va.)

KEYSTONE MFG. CO., 23328 Sherwood Rd., Warren, Mich. (See advertisement on page 91)
Arkansas, West Memphis: Malcolm Kueneman, 1113 Spears St., REgent 5-3017 (Ark., N. Miss., W. Tenn.)
Florida, Fort Lauderdale: W. T. Evans & Associates, P. O. Box 8532, Seminole Annex, LU 3-2878 (Fla.)
Georgia, Atlanta: Griffin & Griffin, 1185-89 Howell Mill Rd., N.W., TRinity 5-7736 (Ala., Ga., E. Tenn.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Indiana, Indianapolis 5: W. E. Jobes, 3902½ N. College Ave., WAlnut 4-2560 (Ky.)
Louisiana, New Orleans 12: W. D. Faust, Rm. 602, 833 Howard Ave., JA 2-5791 (La., S. Miss.)
Maryland, Baltimore 2: A. D. Wilson, 508 St. Paul St., SAratoga 7-1424 (Del., D.C., Md.)
Missouri, Kansas City 9: E. L. Polsinelli, P. O. Box 4635, VIctor 2-6442 (Kans., W. Mo.)
Missouri, St. Louis 21: Gene Hagen & Co., 7378 Overbrook, EVergreen 2-6359 (S. Mo.)
North Carolina, Greensboro: Cary Chapman & Co., 1009 S. Elm St., BRoadway 3-9473 (N. C., S. C.)
Oklahoma, Tulsa 10: Robert Nott Co., 2532 E. Admiral Blvd., WEbster 9-0535 (Okla.)
Pennsylvania, Pittsburgh 12: H. W. Groetzinger, 410 E. General Robinson St., ALlegheny 1-6280 (W. Va.)
Texas, Houston 2: Fred Walters Co., 2020 Congress Ave., CApitol 4-9676 (Texas)
Virginia, Richmond 26: Hugh T. Snapp, 600 Horsepen Rd., AT 2-5068 (Va.)

WALTER KIDDE & CO., INC., 675 Main St., Belleville 9, N. J.
Georgia, Atlanta 25: Regional Office, 1882 Marietta Blvd., N.W., SYcamore 9-5381 (Ala., E. Ark., Fla., Ga., S. Ky., E. La., Miss., N. C., S. C., Tenn.)
Illinois, Chicago: Regional Office, 1310-20 W. Randolph St., SEeley 8-2724 (E. Mo.)
Michigan, Detroit: Regional Office, 20850 Coolidge Hwy., JOrdan 6-6388 (N. Ky., W. Va.)
Pennsylvania, Philadelphia 4: Regional Office, 101 N. 33rd St., BAring 2-8181 (Del., D.C., Md., N.E. N. C., Va., N.E. W. Va.)
Texas, Dallas 35: Regional Office, 7224 Harry Hines Blvd., FLeetwood 1-6466 (Ark., Kans., W. La., Mo., Okla., Texas)

KILLARK ELECTRIC MFG. CO., 3940 Easton Ave., St. Louis 13, Mo. (See advertisement on page 87)
Georgia, Atlanta 8: Ernest T. Lloyd, Inc., 69 Mills St., N.W., MUrray 8-9104 (Ala., Fla., Ga., N. C., S. C., Tenn.,)
Maryland, Baltimore 27: Eastern Sales Co., 1561 Lister Rd., CIrcle 2-4700 (D.C., Md.)
Missouri, Kansas City 8: Nulik-McCormick Co., 2611 Warwick Tfcwy., HArrison 1-6638 (Kans., Mo., Okla.)
Missouri, St. Louis 19: Ralph Hinchman Co., 324 Papin, WOodland 2-8342 (Ky., Mo.)
Ohio, Cincinnati 37: Arthur L. Ehlers Co., 1031 Meta Dr., ELmhurst 1-4200 (Ky.)
Pennsylvania, Philadelphia 3: Harry G. Anschuetz, 113-115 N. 23rd St., LOcust 4-0872 (Del.)
Pennsylvania, Pittsburgh 9: Crescent Sales Co., 4830 McKnight Rd., FOrest 4-3700 (Md., W. Va.)
Tennessee, Memphis 17: Mid-South Sales, Inc., P. O. Box 783, MU 2-3573 (Ark., Miss., Tenn.)
Texas, Dallas 2: George E. Anderson Co., RIverside 1-5931 (La., Miss., Texas)
Virginia, Richmond 26: W. E. Sullivan Co., Suite S-116, The Mall, Willow Lawn, ATlantic 2-4291 (Va.)

KIM LIGHTING & MANUFACTURING CO., INC., 1467 N. Lidcombe Ave., El Monte, Calif.
Alabama, Birmingham 9: W. J. Broughton, 303 Hampton Dr., TR 1-8669 (Ala., N.W. Fla.)
District of Columbia, Washington 9: James H. Hale Co., 1739 Connecticut Ave., N.W., NOrth 7-7200 (D.C., Md., Va.)
Florida, Mount Dora: Ken H. Hill, P. O. Box 217, EVergreen 3-2788 (Fla., Ga.)
Georgia, Decatur: Wilbur H. Newman, 1663 Carter Rd., Phone 289-2220 (Ga.)
Louisiana, New Orleans: Associated Manufacturers' Agents, P. O. Box 843, CAnal 6287 (Ala., La., Miss.)
Missouri, Kansas City 5: Ewert Sales Engrg. Co., 1415 Pennsylvania Ave., VIctor 2-1918 (Kans., Mo.)
Missouri, St. Louis 17: J. F. Hisserich, 2001 Big Bend Blvd., STerling 1-2001 (Ark., Mo.)
North Carolina, Charlotte: B. B. Owens and Assoc., 301 10th St., Apt. 1, EDison 2-6442 (N. C., S. C., Va.)
Ohio, Cincinnati 31: J. M. Pratt and Assoc., 8807 Woodview Dr., JAckson 2-0122 (Ky.)
Pennsylvania, Pittsburgh 21: J. A. Witter, 1029 Wood St., FRemont 1-3131 (W. Va.)
Tennessee, Memphis: Jim Clary Co., 62 Flicker, FA 3-4055 (Ark., Tenn.)
Tennessee, Nashville: Factory Sales Agency, 509 Third Ave., S., CH 2-5666 (Tenn.)
Texas, Dallas 6: Traweek-Healy & Assoc., 5523 Dyer St., EMerson 8-3942 (Okla., Texas)

KIMBLE GLASS CO., Subs. of Owens-Illinois Glass Co., P. O. Box 1035, Toledo 1, Ohio
Ohio, Toledo 1: John W. Comer, P. O. Box 1035, CH 2-6543 (Ala., Ark., Del., D.C., Fla., Ga., Kans., Ky., La., Md., Miss., Mo., N. C., Okla., S. C., Tenn., Texas, Va., W. Va.)

KING MFG. CO., INC., Jaffrey, N. H. (See advertisement on page 97)
Florida, St. Petersburg 12: J. Noble Arnold, 4228 Cortez Way, S. (Fla.)
Georgia, Atlanta 6: H. K. Dewees Co., 500 Amsterdam Ave., N.E., TRinity 5-2753 (Ala., Ga., Tenn.)
Maryland, Towson 4: Roy J. Buress, 502 Stratford Ct., VAlley 5-6777 (D.C., Md.)
North Carolina, Charlotte 3: G. M. Hogshead Co., 201 W. Worthington Ave., EDison 2-5637 (N. C., S. C.)
Oklahoma, Oklahoma City: Charles McRay Co., 4405 N. Barnes St., JAckson 4-4033 (Okla.)
Texas, Dallas 26: Burrus & Matthews, 2816 Canton St., RIverside 1-6241 (La., Texas)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CApitol 7-4173 (Texas)
Virginia, Charlottesville: Robert A. Broan, P. O. Box 1261, Phone 2-5594 (Va., W. Va.)

KINGSTON FLUORESCENT FIXTURE MFG. CO., 111 Broadway, Kingston 1, N. Y.

KIRCHMER BROS. MFG. CO., 2146 Newhouse Ave., St. Louis, Mo.

KIRK & BLUM MFG. CO., 3120 Forrer St., Cincinnati 9, Ohio
Alabama, Mobile: Industrial Power Equip. Co., Inc., 951 Government St., HEmlock 2-7802 (Ala.)
Louisiana, New Orleans: Mid-South Sales Co., 4424-B Earhart Blvd., AUdubon 4418 or AUdubon 4419 or TUlane 4683 (S. La.)
Missouri, Kansas City 9: Warren J. Sutherland, 1103 E. Armour Blvd., JEfferson 1-4853 (Kans., W. Mo.)
Virginia, Roanoke: E. Douglas Via, 1525 Terrace Rd., S.W., DIamond 2-6074 (Va.)

H. R. KIRKLAND CO., 8-10 King St., Morristown, N. J.
Texas, Houston: Southwestern Controls, P. O. Box 22351, MOhawk 6-0386 (Texas)

KIRKWOOD CARBON CORP., 4857 W. 130th St., Cleveland 35, Ohio

KIRKWOOD COMMUTATOR CORP., 4855 W. 130th St., Cleveland 35, Ohio

KIRLIN CO., 3435 E. Jefferson Ave., Detroit 7, Mich.
Florida, Fort Lauderdale: W. C. Qualmann, 2400 N.E. 26th Ave., LOgan 4-5129 (Fla.)
Kansas, Wichita 16: Central Sales Agency, 2717 Menlo Dr., MUrray 3-8215 (Kans., Mo.)
Kentucky, Covington: H. E. Bracke Co., 43 Hesser Dr., DIxie 1-5421 (Ky.)
Louisiana, New Orleans: Associated Manufacturers Agents, 900 Carondelet St., P. O. Box 843, JA 2-6287 (W. Fla., La., S. Miss.)
North Carolina, Charlotte: William B. Gile & Assoc., 117 E. 3rd St., Rm. 213, ED 4-0839 (N. C., S. C., Va.)
New Jersey, Haddonfield: Richard E. Magnell, 177 Upland Way, HAddonfield 9-1619 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 5: James A. Hodges Co., 2500 Baldwick Rd., WAlnut 2-2415 (W. Va.)
Tennessee, Knoxville 19: H. O. Bourkard, 3800 Wilami Rd., S.W., Phone 584-4591 (Ala., E. Tenn.)
Tennessee, Memphis: E. E. Torkell, 693 N. 3rd St., P. O. Box 4020, MU 30-9398 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 19: Whitlow-Briscoe Co., 4227 Herschel Ave., P. O. Box 6924, LA 6-2436 (N. Texas)
Texas, Houston 24: R. A. Putterman Co., 713 Camelot La., JAckson 8-5481 (S. Texas)

MATHIAS KLEIN AND SONS, 7200 McCormick Rd., Chicago 45, Ill.
Georgia, Atlanta: William O. Walley, 2355 Palmour Dr., N.E., Phone 237-3097 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
Texas, Richardson: Arnold L Moore, 401 Maple St., ADams 5-7204 (Ark., La., Miss., Okla., Tenn., Texas)

KNIGHT ELECTRIC PRODUCTS CO., 168 Van Brunt St., Brooklyn 31, N. Y.

KNOPP, INC., 1337 66th St., Oakland 8, Calif. (See advertisement on page 218)
Colorado, Denver 4: Hamilton Assoc., 1236 Elati St. (Texas)
Florida, Orlando: Ward Engrg. Co., Inc., P. O. Box 5545, 1015 W. Central Ave., GArden 2-4295 (Fla.)
Georgia, Atlanta 18: E. A. Thornwell, Inc., 1537 Howell Mill Rd., N.W. (Ga.)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., TUlane 5207 (Ala., Ark., La., Miss., Tenn.)
Missouri, St. Louis: Engineered Electrical Sales, 4060 W. Pine St. (Mo.)
South Carolina, Charleston: Titus L. Bissell, P. O. Box 776, 26 S. Battery St., RA 3-0692 (N. C., S. C., Va.)
Texas, Dallas 5: Hal F. Corry Co., Inc., 6315 Hillcrest Ave., LAkeside 8-9172 (Okla., Texas)

KNOX PORCELAIN CORP., 2706 Mynders St., P. O. Box 2031, Knoxville 1, Tenn. (See advertisement on page 88)
Kansas, Kansas City 15: Robert L. Haizlip Co., 101 Bldg. B, 1401 Fairfax Tfcwy., MAyfair 1-4700 (Kans., Mo.)
Pennsylvania, Chester Springs: L. C. Conover Assoc., TAlamadge 7-7261 (Del.)
Tennessee, Knoxville: A. F. Dougherty, 2706 Mynderse St., Phone 523-8157 (Ala., Ark., D.C., Fla., Ga., Ky., La., Md., Miss., N. C., S. C., Tenn., Va.)
Texas, Dallas 15: Valkus-Kessel, 1711 Kelly St., HAmilton 8-7388 (Okla., Texas)
West Virginia, Parkersburg: J. Gordon Johnson, 1117 Stadium Dr., GArfield 2-6369 (Va., W. Va.)

KOENIG IRON WORKS, INC., P. O. Box 7726, Houston 7, Texas
Texas, Houston 7: M. D. "Doc" Price, P. O. Box 7726, CA 8-8548 (Kans., Okla., Texas)
Texas, Houston 7: Clyde S. Smith, P. O. Box 7726, CA 8-8548 (Ala., Ark., Del., D.C., Fla., Ga., Ky., La., Md., Miss., Mo., N. C., S. C., Tenn., Texas, Va., W. Va.)

KOILED KORDS, INC., Whitney Blake Co., P. O. Box K, New Haven 14, Conn.

KONDU CORP., 1040 W. 12th St., Erie, Pa.
Kentucky, Louisville 18: Thomas W. Bullock Co., 27 Sterling Rd., TWinbrook 6-0032 (Ky., Miss., Tenn.)
Maryland, Baltimore 27: George B. Wilson & Son, Route 4, Lawyers Hill Rd., ELkridge 609 (Del., D.C., Md., N. C., S. C.)
Missouri, Kansas City 1: Schooler-Gorman Co., 1224 W. 9th St., VIctor 2-0733 (Mo.)
Missouri, Webster Groves 19: Church Sales Co., 230 E. Big Bend, WOodland 1-4293 (Mo.)
Texas, Dallas 2: Frank B. Ostermueller, 4020 Windsor Ave., LA 8-0445 (La., Texas)

KOOTA LIGHTING CO., 117-119 Mercer St., New York, N. Y.

KOPPERS CO., INC., Wood Preserving Div., 750 Koppers Bldg., Pittsburgh 19, Pa.

KORD MFG. CO., INC., 4510 White Plains Rd., New York 70, N. Y.
Florida, Hialeah: Kurland, Zager & Assoc., 12 W. 4th St. (Fla.)
Mississippi, Tupelo: Mark Wilborn & Assoc., P. O. Box 753 (Ga., La., Miss.)
Pennsylvania, Coraopolis: James L. Villa Assoc., P. O. Box 266 (W. Va.)
Tennessee, Memphis 1: Ruff & Schnell, 1008 Jefferson, P. O. Box 132 (D.C., Md.)
Texas, Dallas: W. H. "Jack" MacAdams Co., 6115 Denton Dr. (La., Okla.)

KRALOY PLASTIC PIPE CO., INC., 402 W Central Ave., Santa Ana, Calif.

KRUEGER & HUDEPOHL, INC., 5 East Third St., Cincinnati 2, Ohio

KUHLMAN ELECTRIC CO., 2565 E. Maple Rd., Birmingham, Mich.
Alabama, Birmingham: Godfrey W. Glenn, 3205 2nd Ave., S., AL 2-0209 (Ala., Ga.)
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., FRanklin 4-8201 (Ala., Ark., La., Miss.)
Florida, Orlando: Hughes Supply, Inc., 521 W. Central Ave., GArden 5-2661 (Fla.)

Missouri, Kansas City 5: F. W. Lee, Jr., 426 Dwight Bldg., 10th & Baltimore, HArrison 1-3225 (Kans., Mo.)
Missouri, Springfield: Harry Cooper Supply Co., 605 Serman Ave., UN 2-4411 (Mo.)
Ohio, Cincinnati 18: Jay G. Gates, P. O. Box 18013, JAckson 1-4335 (Ky.)
Pennsylvania, Philadelphia 2: G. I. Wright, 811 Commercial Trust Bldg., LOcust 3-8206 and LOcust 3-3797 (Del.)
South Carolina, Charleston: Titus L. Bissell, P. O. Box 776, RA 3-0692 (S. C.)
South Carolina, Columbia: George Bissell, P. O. Box 881, SU 7-4699 (S. C.)
Tennessee, Knoxville: John G. Pettyjohn, Rm. 234, Daylight Bldg., Phone 523-0111 (Tenn.)
Tennessee, Memphis: E. E. Torkell, 693 N. 3rd St., JAckson 3-1123 (Ark., Ky., Miss., Mo., Tenn.)
Texas, Dallas 35: Curtis Musgrove Co., 8909 Sovereign Row, FLeetwood 1-3239 (Okla., Texas)
Virginia, Richmond: Hobson Co., 801 E. Canal St., MI 4-6880 (Va.)

KULKA ELECTRIC CORP., 633 S. Fulton Ave., Mount Vernon, N. Y.
Florida, North Miami Beach: J. T. Pearson, 1295 N.E. 182nd St., WIlson 7-1774 (Fla.)
Georgia, Atlanta 9: Hayes & Noe, 1920 Buford Hwy. (Ga., N. C., S. C., Tenn.)
Missouri, St. Louis 4: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (Ark., Kans., Mo.)
Ohio, Cleveland 15: The Lackritz Co., 1836 Euclid Ave., Rm. 518, SUperior 1-3244 (Ky.)
Pennsylvania, Philadelphia 30: Lewis Slubin Co., 2305 Fairmount Ave., CEnter 6-2072 (Del., D.C., Md., Va., W. Va.)
Texas, Dallas 9: Jerry Berk, P. O. Box 7031, FLeetwood 2-8627 (Okla., Texas)

MORRIS KURTZON, INC., 1420-30 S. Talman Ave., Chicago 8, Ill.
Alabama, Birmingham 3: Joe E. Babb & Assoc., 2115 1st Ave., S., FAirfax 4-1960 (Ala.)
Florida, Tampa 10: C. D. Huddleston, 922 River Hills Dr., WE 8-2851 (Fla.)
Louisiana, New Orleans 10: R. J. Laubersheimer, Jr., P. O. Box 1323, EXpress 4049 (La., Miss.)
North Carolina, Charlotte 9: L. J. Coleman, 316 Scofield Rd., FRanklin 5-4317 (N. C., S. C.)

KURZ & ROOT CO., 241 E. North Island St., Appleton, Wis.

KWIKHEAT MFG. CO., 3732 San Fernando Rd., Glendale 4, Calif.
New York, Mineola: William G. Roller, Inc., 159 Liberty Ave., PIoneer 6-4480 (Del., D. C., Md.)

KYLE CORP., South Milwaukee, Wis.

KYOVA FIBER PIPE CO., 1912 S. First St., P. O. Box 417, Ironton, Ohio
Georgia, Atlanta 19: W. W. Wilson, 2272 Drew Valley Rd., N.E., MElrose 6-1802 (Ala., Ark., Fla., Ga., La., Miss., N. C., S. C., Tenn., Texas)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., 820 Julia St., TUlane 5207 (Ark., La., Miss., Tenn.)
Missouri, Kansas City 33: Williams & McKinley Sales Co., 10101 E. 65th St., FL 6-5700 (Kans., Mo.)
Ohio, Cincinnati 2: L. J. Gregory & Co., 505 Peoples Bank Bldg., PArkway 1-6476 (Ky.)

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L & P LIGHTING, P. O. Box 157, Olive Branch, Miss.
Arkansas, Little Rock: N. B. Nichols, 2509 Bishop, FR 4-6797 (Ark.)
Florida, Edgewater: Bill Cairnie, Fewell & Assoc., Box 768, Francis Dr. (Fla.)
Florida, Tampa: Milton Fewell, Fewell & Assoc., 4417 W. Osborne Ave., Drew Park Subdivision, WE 7-1470 (Fla.)
Georgia, Atlanta 14: W. B. Murray, 531 Western Ave., N.W., MU 8-8853 (Ala., Ga.)
Kentucky, Louisville: Arthur Pickens, 1925 Buttonwood Rd., Phone 895-6816 (Ky.)
Louisiana, Baton Rouge: B. I. Murphy, Jr., 3170 Florida Blvd., DI 3-5801 (Ala., Fla., La., Miss.)
Louisiana, Metairie: Allen Kahoe, 8849 25th St., Phone 729-8643 (Ala., Fla., La., Miss.)
Louisiana, New Orleans: Harry T. Bailey, Jr., 900 Carondelet St., JA 2-6287 (Ala., Fla., La., Miss.)
Louisiana, New Orleans: C. C. Kleinschmidt, 900 Carondelet St., JA 2-6287 (Ala., Fla., La., Miss.)
Maryland, College Park: Richard B. Murdoch, 7300 Baylor Ave., GR 4-5790 (D.C., Md.)
Mississippi, Jackson: Dave Lanham, 2124 Alta Woods Blvd., Phone 353-4241 (Ala., Fla., La., Miss.)
Missouri, St. Louis: Jim Hisserich, 2001 Big Bend Ave., STerling 1-2001 (Mo.)
New Mexico, Albuquerque: James P. Swann, 3921 Delamar, N.E., DI 4-7129 (Texas)
Oklahoma, Oklahoma City: Clyde V. Hammon, 845 S.W. 52nd St., ME 4-7904 (Kans., Okla.)
South Carolina, Lexington: Gerald Preacher, 116 N. Church St., EL 9-6642 (S. C.)
Tennessee, Chattanooga: W. T. Craig, Craig Owen Co., 306 E. 11th St., AM 6-4793 (Ala., Ky., Tenn.)
Tennessee, Chattanooga: T. B. Owen, Craig Owen Co., 306 E. 11th St., AM 6-4793 (Ala., Ky., Tenn.)
Tennessee, Memphis: J. E. Clary, Jr., 62 Flicker, FA 3-4055 (Tenn.)
Texas, Bellaire: W. K. Carney Co., P. O. Box 3145, JA 8-0601 (Texas)
Texas, Dallas: Howard E. Johnson, 2976 Randy La., CH 7-5341 (Texas)

LACLEDE STEEL CO., Arcade Bldg., St. Louis 1, Mo.
Florida, Tampa 5: M. H. Glazier, 5325 S. West Shore, Phone 68-1011 (Fla.)
Kentucky, Louisville 6: P. V. Evans, 2416 Frankford Ave., TWinbrook 7-2051 (Ky.)
Louisiana, New Orleans 22: I. C. Lyles, 5601 France Rd., Phone 282-0281 (Fla., La., Miss.)
Missouri, Kansas City 11: J. F. Doyle, 406 W. 34th St., LOgan 1-1400 (Ark., Kans., Mo., Okla.)
Missouri, St. Louis 1: E. A. Mechler, 1317 Arcade Bldg., MAin 1-5800 (Mo.)
Tennessee, Memphis 7: Robert D. Mild, 1388 N. Seventh St., JAckson 7-6517 (Ark., Miss.)
Tennessee, Memphis 7: A. Paul Mueller, 1388 N. Seventh St., JAckson 7-6517 (Ala., Ga., Tenn.)
Texas, Dallas 6: E. V. Nance, 4423 Worcola St., EMerson 1-2843 (Texas)
Texas, Houston 6: G. E. Stuckel, 3221 Montrose Blvd., JAckson 4-0682 (Texas)

LADUBY (FLUR-O-LOCK) CO., INC., Boston Post Rd., P. O. Box 88, Branford, Conn.

LAKE ERIE ELECTRIC MFG., INC., 2952 W. 22nd St., Erie, Pa.

LAKE SHORE ELECTRIC CORP., 205 Willis St., Bedford, Ohio
Florida, Fort Lauderdale: South East Engrg. Services, 207 E. Broward Blvd., JA 4-7172 (Fla.)
Florida, Jacksonville: South East Engrg. Services, 3668 Old St. Augustine Rd.
Georgia, Atlanta 19: Roger W. Allen, 1055 Stovall Blvd., N.E., CE 3-2361 (Ala., Ga., S. C., Tenn.)
Tennessee, Memphis 4: Hal Beard 173 S. Cooper St., BR 4-1744 (Ark., Miss., W. Tenn.)
Texas, Dallas 5: The Eads Co. of Dallas, P. O. Box 8204, EM 3-3637 (Texas)
Texas, Houston 19: The Eads Co., 1115 Dunlavy, P. O. Box 13071, JAckson 6-1646 (Texas)

LAM, INC., 404 Main St., Wakefield, Mass.

LAMB ELECTRIC CO., Div. of American Machine & Metals, Inc., 627 Lake St., Kent, Ohio

LAND-AIR, INC., 7444 W. Wilson Ave., Chicago 31, Ill.

LANTZ MFG. CO., INC., P. O. Box 392, Valparaiso, Ind.

LAPP INSULATOR CO., INC., LeRoy, N. Y.
Alabama, Birmingham 3: Harry C. Johnson Co., 1101 National Bank Bldg., TR 1-7231 (Ala.)
Arkansas, Little Rock: Curtis H. Stout, Inc., P. O. Box 107, 400 Shall St., FRanklin 4-8201 (Ark.)
District of Columbia, Washington 5: Rumsey Electric Co., 337 Southern Bldg., 1425 "H" St., N.W., REpublic 7-8117 (D.C.)
Florida, Jacksonville 11: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RAymond 4-7811 (Fla.)
Georgia, Atlanta 25: E. A. Thornwell, Inc., P. O. Box 19595, Sta. N, TRinity 5-7895 (Ga.)
Kentucky, Morganfield: O. P. Dyer, 410 E. Main St., Phone 221 (Ky.)
Louisiana, New Orleans 25: Curtis H. Stout of Louisiana, Inc., International Trade Mart, P. O. Box 13291, Phone 482-3183 (La.)
Maryland, Salisbury: Rumsey Electric Co., P. O. Box 273, PIoneer 2-2981 (Md.)
Mississippi, Jackson: Curtis H. Stout, Inc., 706 Electric Bldg., FL 4-4326 (Miss.)
Missouri, Kansas City 33: Williams & McKinley Sales Co., 10101 E. 65th St., FL 6-5700 (Kans.)
Missouri, St. Louis 1: The C. B. Fall Co., 317 N. 11th St., Suite 1001, CHestnut 1-2433 (Mo.)
North Carolina, Charlotte 6: Jake Rudisill Assoc., 2009 N. Tryon St., FRanklin 6-3465, FRanklin 6-4792 (N. C., S. C.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., P. O. Box 676, 6708 E. 13th St., TEmple 6-4661 (Okla.)
Pennsylvania, Philadelphia 5: Rumsey Electric Co., P. O. Box 357, MArket 7-6900 (Del.)
Tennessee, Knoxville 1: Claude E. Fox, P. O. Box 95, Phone 2-4404 (Tenn.)
Texas, Dallas 3: Elgin B. Robertson, Inc., 1339 Plowman St., WHitehall 2-3157 (Texas)
Virginia, Richmond 30: Rumsey Electric Co., 2910 W. Moore St., ELgin 5-4379, ELgin 5-4370 (Va.)
West Virginia, Charleston 4: Paul A. Skaff, P. O. Box 4166, WAlnut 5-5343 (W. Va.)

LASALLE PRODUCTS, INC., 145 Seneca St., Buffalo 3, N. Y.
(See Markel Electric Products, Inc.)

LAU BLOWER CO., 2027 Home Ave., Dayton 7, Ohio
Florida, Clearwater: L. W. Shaw, Fay-Shaw & Co., Inc., P. O. Box 273, CLearwater 3-7008 (Fla.)
Florida, Miami: George Fay, Fay-Shaw & Co., Inc., P. O. Box 45-127, Highland 8-5760 (Fla.)
Georgia, Atlanta 6: H. K. Dewees, H. K. Dewees Co., 500 Amsterdam Ave., N.E., TRinity 5-2753 (Ala., Ga., Tenn.)
Missouri, Monett: W. L. Siebenthaler, 1400 N. Central, BElmont 5-7132 (Ark., Kans., La., Miss., Mo., Okla., Texas)
North Carolina, Charlotte 1: George Bagby, S. L. Bagby Co., 822 W. Morehead, P. O. Box 1125, EDison 4-2821 (N. C., S. C., Va., W. Va.)
Ohio, Cincinnati 18: William G. Baker, 153 Junefield Ave., JAckson 2-2617 (Ky., W. Va.)
Pennsylvania, Hatboro: Bernard Trautman, 2506 Dorothy St., OSborne 5-0687 (Del., D.C., Md., Va., W. Va.)
Texas, Dallas 18: Charles L. Sigman, 10612 Larchfield Dr., DIamond 8-3673 (Ark., Kans., La., Miss., Mo., Okla., Texas)

LAVERY AND CO., 15749 Strathern St., Van Nuys, Calif.

LEACH CORP., 18435 Susana Rd., Compton, Calif.
District of Columbia, Washington: James Ryan, 1700 "K" St., N.W., Suite 307, STerling 3-1147 (Del., D.C., Md., Va.)
Florida, Ormond Beach: H. R. Gross & Co., 619 Riverside Dr. (Fla.)
Georgia, Atlanta: Allen C. Craft Co., 3130 Maple Dr., N.E., CEdar 3-9944 (Ala., Fla., Ga., Tenn.)
Kansas, Wichita: H. A. Roes & Co., 421 S. Main St., Rm. 28, AMherst 2-1454 (Kans., Mo.)
Louisiana, New Orleans: Electron Equip. Co., Inc., 2418 Calhoun St., UN 1-4485 (La.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Missouri, St. Louis: Harris-Hanson Co., 2814 S. Brentwood Blvd., Mission 7-4350 (Kans., Mo.)
Ohio, Dayton 2: George Martin, 333 W. First St., BAldwin 2-8652 (Ky., W. Va.)
Texas, Dallas: Dannemiller-Smith, Inc., 2712 W. Mockingbird La., FLeetwood 7-8249 (Ark., La., Okla., Texas)
Texas, Dallas 20: Jo-Joyce Engrg. Sales Corp., 137 Walnut Hill Village, Suite 10, FLeetwood 7-1411 (Ark., La., Texas)

LEADLIGHT FIXTURE CO., 800 100th Ave., Oakland 3, Calif.

LEHIGH STRUCTURAL STEEL CO., 17 Battery Pl., New York 4, N. Y.

LEHROLITE, INC., 53 Parker St., Wallingford, Conn.
Connecticut, Wallingford: Paul B. Yasmer, 53 Parker St., COlony 9-3319 (Del., D.C., Md., Va.)
Florida, Miami: Lester Manson, 10430 N.W. 35th Pl., MUrray 8-3298 (Fla.)
Georgia, Atlanta: C. H. Nichols & Assoc., P. O. Box 1806 (Ala., Ga.)
Indiana, Indianapolis: C. C. Mathews & Sons, 2800 E. 39th St., LIberty 6-0374 (Ky.)
Missouri, Kansas City 11: Bob Anderson Co., 803½ W. 39th St., VA 1-3699 (Kans., Mo.)
Missouri, St. Louis 10: Jack Rhoades, 5627 Manchester Ave., MIssion 7-4344 (Mo.)
North Carolina, Raleigh: Allen G. Gill, P. O. Box 5643 (N. C., S. C., Va.)
Ohio, Cincinnati: Barry Stoller, 6334 Montgomery Rd. (W. Va.)
Texas, Dallas 30: Earl Anderson, 6539 Lakehurst Ave., EM 1-1428 (La., Okla., Texas)
Texas, Dallas 19: Irene B. Dean, 4721 Bowser Ave., LAkeside 1-9619 (Ark., Miss., Tenn.)

LEIGH BUILDING PRODUCTS DIV., Air Controls Products, Inc., 2958 Lee St., Coopersville, Mich.
Georgia, Chamblee: Winston A. Clark, 3868 Carlton Dr., PA 2-3679 (Ala., Fla., Ga., Miss.)
Michigan, Grand Rapids: Robert C. Hackenbruch, 2556 Belknap, N.E., EMpire 1-6771 (Ark., Ky., Mo., Tenn.)
Missouri, Kansas City: Nick Bono, 8405 Kenwood, EM 1-0468 (Ark., Kans., Mo., Okla.)
New Jersey, Red Bank: Robert S. Clapp, 60 Rosalie St., SHadyside 1-4938 (Del., D.C., Md., N. C., Va.)
North Carolina, Asheville: Ray Boland, 11 Bevlyn Dr., MU 4-6689 (Ala., Miss., N. C., S. C., Tenn., Va.)
Ohio, Marietta: Ralph E. Beetler, 200 Rathbone Rd., FR 3-9770 (Ky., Md., W. Va.)
Texas, Dallas 30: Norwood Meyer, 6806 Azalea La., EMerson 3-1033 (La., Texas)

LELAND ELECTRIC CO., Div. of American Machine & Foundry Co., 1501 Webster St., Dayton 1, Ohio

LEVITON MFG. CO., INC., 236 Greenpoint Ave., Brooklyn 22, N. Y.
Kansas, Shawnee Mission: E. A. Pauler, 6839 Nall, P. O. Box 1124 (Phone Kansas City, Kans., RA 2-0222) (Kans.)
Kentucky, Fort Thomas: Tom Gray, 1119 Highland Ave., Highland 1-4654 (Ky.)
Louisiana, New Orleans 25: Leon Kolmaister, 2536 Poydras St., JAckson 5-7934 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Texas, Va.)
Missouri, St. Louis: Don Kulp, 4534 Adelaide Ave., EVergreen 2-9496 (Mo.)
New York, Brooklyn 22: Sidney Isaacs, 236 Greenpoint Ave., EVergreen 3-4500 (D.C.)
Ohio, Cleveland 30: William A. Hawkins, 6465 Pearl Rd., Phone 888-0200 (W. Va.)
Pennsylvania, Havertown: Allan Isack, 1606 Mt. Pleasant Rd., TRinity 8-4446 (Del., Md.)
Tennessee, Memphis 2: S. F. Hiller, P. O. Box 2141, JAckson 5-8463 (Ark., Okla.)

LEW ELECTRIC FITTINGS CO., 627 W. Lake St., Chicago 6, Ill.
Florida, Tampa 6: John R. Collins & Assoc., 1708 North "A" St., Phone 84-6941 (Fla.)
Georgia, Atlanta 18: C. C. Myrick, Jr., Kennedy & Elm St., JAckson 2-8953 (Ala., Ga., S. C., Tenn.)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., TUlane 5207 (Ala., Ark., Fla., Ky., La., Miss., Tenn.)
Missouri, Kansas City 11: The Gaines Co., 435 Westport Rd., WEstport 1-5734 (Kans., Mo.)
Missouri, St. Louis 5: Mayo Equip. Co., 7601 Forsythe Blvd., PArkview 2-1886 (Mo.)
North Carolina, Greensboro: Wilson P. Byrd, 1920 Sullivan St., BRoadway 3-5932
Ohio, Cleveland 15: Cable-Hight Co., 1900 Euclid Ave., SUperior 1-7027 (Ky.)
Pennsylvania, Philadelphia 30: Isenberg-Thurlow, 635 N. 19th St., CE 2-0200 (Del., D.C., Md., W. Va.)
Texas, Dallas 15: Valkus & Kissel, 1711 Kelly St., HA 8-7388 (Okla., Texas)

LIDSEEN OF NORTH CAROLINA, INC., 1000 First St., Hayesville, N. C.

LIGHTALARMS ELECTRONICS CORP., 10 West Houston St., New York 12, N. Y.
Florida, Miami 37: John S. McWhorter, 49 N. E. 22nd St., FR 9-8122 (Fla.)
Georgia, Atlanta: Perry G. Sessoms, Jr., 152 Nassau St., N.W., JAckson 4-7517 (Ala., Ga.)
Maryland, Towson 4: George E. Clements, 722 Stevenson La., VAlley 5-3553 (Del., D.C., Md.)
Texas, Houston 5: Texas Sale Representatives, 1315 McKinney Ave., CA 8-5510 (Texas)
Virginia, Newport News: S. C. Johnson, 235 Shoe La., LYric 6-2689 (N. C., Va.)

LIGHTCRAFT CORP., Fourth & Gaskill Ave., Jeannette, Pa.
Florida, Coral Gables: Harry J. Dillon, 1301 Salzdo, HI 6-2317 (S. Fla.)
Florida, Fort Lauderdale: J. Ray Coble, 670 Melrose Ct., LU 1-2953 (Fla.)
Florida, Fort Lauderdale: Robert Mills, 921 S.W. 29th Ave., LU 3-7802 (S.E. Fla.)
Florida, Jacksonville: C. Shannon Poppell, 5158 Janice Cr., EV 8-7025 (N. Fla.)
Florida, Tampa: Thomas Cherry, 4309 Beachway Dr., RE 7-2706 (W. Fla.)

LIGHTING PRODUCTS, INC., 1549 W. Park Ave., P. O. Box 338, Highland Park, Ill.
Alabama, Birmingham 9: W. J. Broughton, 303 Hampton Dr., TR 1-3291 (Ala.)
Florida, St. Petersburg: Emerson Day, 5780 11th St., S., ORange 1-8046 (Fla.)
Georgia, Atlanta 13: Perry G. Sessoms, 152 Nassau St., N.W., Phone 524-7517 (Ga.)
Kansas, Prairie Village: Norman Pattee, P. O. Box 9217, 7730 Mohawk Ave., MItchell 9-1899 (Kans.)
Louisiana, New Orleans 15: Roger Bissinger, 4011 Baronne St., Phone 895-5800 (La.)
Maryland, College Park: Richard B. Murdoch, 7300 Baylor, GR 4-5790 (Md.)
Missouri, St. Louis 8: Robert J. Welch, 3903 Olive St., JEfferson 5-1318 (Mo.)
North Carolina, Charlotte: William B. Gile & Assoc., 117 E. Third St. (N. C., S. C.)
Oklahoma, Oklahoma City 3: Floyd Wilson, 519 N.W. 9th St., CE 2-2418 and JA 8-5802 (Okla.)
Tennessee, Knoxville 19: H. O. Bourkard, 3800 Wilani Rd., Phone 584-4591 (Tenn.)
Tennessee, Memphis: Torkell & Dohogne, 693 N. Third St., JA 3-1123 (Tenn.)
Texas, Dallas 30: W. J. Childers, 13619 Sprucewood, P. O. Box 30085, EM 1-4247 (Texas)
Texas, Houston 24: Robert Putterman, 713 Camelot La., JA 8-5481 (Texas)

LIGHTOLIER, INC., 346 Claremont Ave., Jersey City 5, N. J.
District of Columbia, Washington: Fred Cachelin, 4545 Connecticut Ave., EM 2-6864 (D. C., Md.)
Florida, Miami: Jack Ellis, 11925 Griffing Blvd., PL 1-5362 (Fla.)
Georgia, Atlanta: Larry Friedman, 1411 Dalewood Dr., N.E., Phone 636-2831 (Ga.)
Louisiana, Metairie: John Greene, 8110 Shirley St., KEnner 7-7368 (Ala., Ark., Fla., La., Miss.)
Maryland, Baltimore: Si Ehrlich, 3508 Maryvale Rd. (D.C., Md., Va.)
Missouri, Kansas City: Dick Coopersmith, 3835 Main St., VA 1-3400 (Kans., Mo.)
North Carolina, Burlington: Dace Ward, 1314 Tucker St., CAnal 6-0092 (N. C., S. C.)
Ohio, Cincinnati: Hilly Prager, 2317 Vera Ave., ELmhurst 1-7992 (Ky.)
Oklahoma, Oklahoma City: Stanley Foster, 4809 N. Steanson Dr., WI 2-4752 (Okla.)
Tennessee, Knoxville: Jack Mara, 5704 Scenic Ridge Rd., Phone 689-3935 (N. C., S. C., Tenn., Va., W. Va.)
Tennessee, Memphis: Ned Norworth, 675 S. Mansfield, BR 5-6415 (Ala., Ark., Ky., La., Miss., Mo., Tenn.)
Texas, Dallas: Harold Baldauf, 1718 Hi-Line Dr., RI 1-1989 (Texas)
Texas, San Antonio: Richard Bailley, 1535 Contour Dr. (Texas)
Virginia, Norfolk: Lewis White, 1025 W. 45th St., JU 7-1372 (N. C., Va.)

LIGHTRON OF CORNWALL, 195 Hudson St., Cornwall-on-Hudson, N. Y.
(Request inquiries sent to address given)

LINCOLN LIGHTING PRODUCTS, INC., 4121 N. Rockwell St., Chicago 18, Ill.
Florida, Fort Lauderdale: Coral Enterprises, 1112 Citrus Isle, JAckson 2-7606 (Ala., Fla., Ga., La., Miss.)
North Carolina, Charlotte 9: Glen C. Scnupper, 5615 Glen Forest Dr., EM 6-1528 (N. C., S. C., Va.)

LIND INDUSTRIES, INC., 1117 Harrison Ave., Cincinnati 15, Ohio
Florida, Miami 50: Don DeJone, P. O. Box 50-194 (Ala., Fla., Ga., Tenn.)
Georgia, Atlanta 3: D. D. Camp Co., 1818 Broadwell St. (Ala., Fla., Ga., Tenn.)

LINDBERG ENGINEERING CO, Transformer Division, 2450 W. Hubbard St., Chicago 12, Ill.

LINDELL ELECTRIC, 115 E. 58th St., Minneapolis 19, Minn.

LINE MATERIAL INDUSTRIES, 700 W. Michigan St., Milwaukee 1, Wis.
Alabama, Birmingham 1: F. P. Elam, 1700 Vanderbilt Rd., P. O. Drawer 314, FA 3-1651 (Ala.)
Arkansas, Pine Bluff: J. Carey, 711 Oak (Ark.)
Florida, Jacksonville: R. Crick, P. O. Box 2614, 1641 Landon Ave., EX 8-4131 (Fla.)
Florida, Miami 38: W. Owens, 7240 N.E. 4th Ct., PL 9-6681, PL 9-6682 (Fla.)
Florida, Pensacola: W. C. Sorrell, Jr., 520 York Dr., Gulf Breeze, YE 2-2594 (Fla.)
Florida, Tampa 1: S. C. Wellever, 306 N. Newport Ave., P. O. Box 1182, Phone 8-4831 (Fla.)
Georgia, Atlanta 18: J. B. Stoughton, Jr., 1261 Chattahoochee Ave., N.W., SY 4-7655 (Ga.)
Kansas, Topeka: C. L. Snail, 1428 Belle Ave., CR 2-2484 (Kans.)
Kansas, Wichita 1: M. L. Mortensen, P. O. Box 1619 (Kans.)
Kentucky, Ashland: T. M. Watkins, Jr., P. O. Box 268, Phone 324-4540 (Ky.)
Kentucky, Louisville 7: N. L. McIntosh, P. O. Box 7365, Phone 892-2400 (Ky.)
Louisiana, Lafayette: F. J. Warren, 1216 Mudd Ave., P. O. Box 2824, CE 4-0908 (La.)
Louisiana, New Orleans 22: M. C. Bennett, P. O. Box 8306, WH 3-8819 (La.)
Maryland, Glen Burnie: J. L. Williamson, 705 Baltimore & Annapolis Blvd., N.W., SO 1-0340 (Md.)
Mississippi, Jackson: H. E. Pritchard, Jr., 654 S. Roach, P. O. Box 2561, FL 4-3528 (Miss.)
Missouri, Joplin: J. C. Kurt, 2830 E. 18th St., MA 3-0179 (Mo.)
Missouri, North Kansas City 16: E. J. Kirsch, 1501 Bedford, P. O. Box 7347, GR 1-4696, GR 1-4697 and GR 1-4698 (Mo.)
Missouri, St. Louis 32: C. C. Cowles, 1520 Page Industrial Blvd., HA 8-0167 (Mo.)
North Carolina, Charlotte 1: F. J. Williams, P. O. Box 536, ED 2-2159 (N. C.)
North Carolina, Raleigh: H. A. Miller, 216 Russ St., P. O. Box 9541, Phone 834-4373 (N. C.)
Oklahoma, Oklahoma City: M. Crain, Jr., 2243 Dawn Marie Dr., VI 3-7228 (Okla.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St., P. O. Box 676, TE 6-4661 (Okla.)
South Carolina, Columbia: M. G. Hughes, 2133 Devine St., AL 2-1600 (S. C.)
Tennessee, Knoxville 17: M. E. Beavers, 1721 Magnolia Ave., N.E., Phone 522-5551 (Tenn.)
Tennessee, Lookout Mountain: W. J. Hagan, Jr., H. D. Seaton Co., Scenic and Glenview, TA 1-6839 (Tenn.)
Tennessee, Memphis 7: J. N. Drew, 1169 Morehead St., JA 5-3476 (Tenn.)
Tennessee, Nashville 4: B. E. Adair, 1503 Laurel St., P. O. Box 867, CH 2-5651 (Tenn.)

Texas, Beaumont: Waltrip Electric Co., P. O. Box 2933, TE 2-4245 (Texas)
Texas, Dallas 7: W. E. Bracey, P. O. Box 10245, RI 7-8201 (Texas)
Texas, El Paso: El Paso Saw & Belting Co., Inc., 1701 Texas St., P. O. Box 861, KE 2-3677 (Texas)
Texas, Houston 11: J. M. Davis, 5715 Navigation Blvd., P. O. Box 9446, WA 3-7601 (Texas)
Texas, San Antonio: J. M. Payne, 535 S. Main Ave., Suite 215, CA 6-3622 (Texas)
Virginia, Arlington 6: R. O. Allebaugh, P. O. Box 6068, KI 9-8022 (Va.)
Virginia, Richmond 21: A. W. Kanitz, 4111 W. Clay St., EL 5-1757 (Va.)
Virginia, Roanoke: R. I. Nagele, P. O. Box 2346, DI 2-3187 (Va.)

LINEMASTER SWITCH CORP., 436 Woodstock Ave., Woodstock, Conn.

LITECONTROL CORP., 36 Pleasant St., Watertown 72, Mass.
Georgia, Atlanta 14: William B. Murray, 531 Western Ave., N.W., JAckson 3-6843 (Ga.)
New Jersey, Moorestown: Lewis E. Geary, P. O. Box 86 (Home: 219 Pleasant Valley Ave.), Answering Service: LOcust 4-6179, Home: BE 5-0447 (Del., Md.)
Texas, Houston 17: Calvin E. Cooley, 3725 Reveille, OLive 4-0495 (Texas)
Virginia, Warwick, Newport News: S. C. Johnson, 235 Shoe La., LYric 6-2689 (N. C., S. C., Va.)

LITECRAFT MFG. CO., 100 W. Dayton Ave., Passaic, N. J.
Arkansas, Little Rock: Jim Venable & Assoc., P. O. Box 2232, FRanklin 4-8825 (Ark.)
Florida, Mount Dora: Ken H. Hill, P. O. Box 217, GArden 3-4679 (Fla.)
Georgia, Atlanta 5: Verlyn H. Branham, 3181 F. Roswell Rd., N.W., CE 3-1658 (Ala., Ga., Tenn.)
Louisiana, New Orleans: Associated Mfrs. Agents, P. O. Box 843, JAckson 2-6287 (Ala., La., Miss.)
Maryland, Baltimore 21: G. Boyd Farthing, 911 Catherine Ave., MUrdock 7-4499 (D.C., Md., Va.)
Missouri, Kansas City 8: Stover-Andrews & Co., 2817 Southwest Blvd., WEstport 1-6423 (Kans., Mo.)
Missouri, St. Louis 5: Arnold Haumesser, 6625 Delmar, Rm. 212, PArkview 7-7144 (Mo.)
North Carolina, Charlotte: Gus Hogshead, P. O. Box 3391, Dilworth Sta., FR 5-5924 (N. C., S. C.)
Ohio, Cincinnati 42: Ray Tobias, P. O. Box 42254, GArfield 1-0123 (Ky.)
Pennsylvania, Huntingdon Valley: Sam D. Zussman, 42 Chapel Hill Rd., JE 3-1300 (Del.)
Tennessee, Memphis: Charles Shapard, P. O. Box 3443 (Tenn.)
Texas, Dallas 6: Traweek-Healy & Assoc., 5523 Dyer St., EM 8-3942 (Okla., Texas)
West Virginia, Parkersburg: R. H. Stear, 133 Morningside Cir., GArfield 8-0147 (W. Va.)

LITHONIA LIGHTING PRODUCTS CO., Conyers, Ga.
Alabama, Birmingham 9: Gewin Tucker, P. O. Box 6006, FA 4-5923 (Ala.)
Florida, Miami: Reb Assoc., 801 N.W. 79th St., PL 7-1041 (Fla.)
Georgia, Atlanta 5: Don Reiman Electrical Sales, 3110 Maple Dr., N.E., Phone 231-1972 (Ga.)
Kentucky, Louisville 15: Bill Lawson, 1113 Lehigh St., EM 3-0203 (Ky.)
Louisiana, New Orleans 19: Jack Hagan, 2837 Banks St., HU 8-7167 (S. Ark., La., Miss.)
Maryland, Baltimore 15: Norman Bloom, 3000 Ridgewood Ave., AT 2-3860 (D.C., Md.)
Missouri, Kansas City: Bob Foley, 500 V.F.W. Bldg., 34th & Broadway, VA 1-6011 (Kans.)
Missouri, St. Louis 8: Gus Bremer, 4378 Lindell Blvd., JE 5-2238 (N. Ark., Mo.)
North Carolina, Charlotte: George Bagby, 822 W. Morehead, ED 4-2821 (N. C., S. C.)
Pennsylvania, Philadelphia: Greenland & Meyer, 41 E. Ashmead St., UL 8-5514 (Del.)
Pennsylvania, Pittsburgh 32: Sam Beierfield, 5830 Elwood St., AT 1-6950 (W. Va.)
Tennessee, Nashville 10: Factory Sales Agency, 509 Third Ave., S., CH 2-5666 (Tenn.)
Texas, Dallas 26: Wood-Stark Co., 2916 Taylor St., RI 2-9016 (W. Ark., Okla., Texas)
Virginia, Norfolk: J. S. McGee Co., 1025 W. 45th St., Phone 622-0318 (Va.)

LITTELFUSE, INC., 1865 Miner St., Des Plaines, Ill.
Georgia, Decatur: Frank C. Nickerson Co., 626 Medlock Rd. (Fla., Ga., N. C., S. C.)
Indiana, Indianapolis 5: Leslie M. DeVoe Co., 4010 Washington Blvd., ATwater 3-1395 (Ky.)
Missouri, Kansas City 11: W. E. Fry & Co., 406 W. 34th St., JEfferson 1-5236 (Mo.)
Pennsylvania, Narberth: Samuel A. Jeffries, 105 Forrest Ave., MOhawk 4-8500 (Del., D.C., Md., Va., W. Va.)
Tennessee, Memphis 12: Al Engelman, 3205 Crump Ave., GLendale 8-6263 (Ala., Miss., Tenn.)
Texas, Dallas 2: Crockett Sales Co., 2204 Griffin St., RIverside 2-5764 (Ark., La.)
Texas, Dallas 1: Lund & Co., 2215 N. Olive St., RIverside 8-8839 (Okla., Texas)

LLOYD PRODUCTS CO., 114 Baker St., P. O. Box 126, Edgewood Sta., Providence 5, R. I.
Florida, Miami 37: John S. McWhorter, Inc., 49 N.E. 22nd St., FRanklin 9-8122 (Fla.)
Georgia, Atlanta 3: Berry-Elsberry Co., Inc., 47 Alabama St., S.W., WAlnut 2563 or WAlnut 2564 (Ala., N.W. Fla., Ga., Va.)
Texas, Dallas 2: George E. Anderson Co., Inc., 1901 Griffin St., RIverside 5931 (Ark., La., Miss., Okla., Texas)

LOTRAN, INC., P. O. Box 2521, Baton Rouge, La.

LOUISVILLE LAMP CO., INC., 724 W. Breckinridge St., Louisville 3, Ky.
Alabama, Roanoke: Ben Cole, P. O. Box 381, Phone 8902 (Ala., Tenn.)
Kentucky, Louisville 7: W. M. Vaughn, 320 Sage Rd., TWinbrook 5-7519 (Ky.)

LUMINATOR, INC., 120 North Peoria St., Chicago 80, Ill.

LUMINOUS CEILINGS, INC., 3701 Ravenswood Ave., Chicago 13, Ill.
Florida, Orlando: Gale Lighting: 2301 Howard Dr., MIdway 7-0584 (Fla.)
Georgia, Atlanta: Perry Sessoms, Jr., 305 Techwood Dr., N.W., JAckson 3-0927 (Ga.)
Louisiana, New Orleans: William Frank, 5920 Vicksburg St., HU 6-1550 (La., Miss.)
Maryland, Bethesda: John Buete, 9623 Alta Vista Ter., OLiver 2-0500 (D.C., Md.)
Missouri, Kansas City: Gaines Co., 435 Westport Rd., WEstport 1-5734 (Kans.)
Ohio, Cincinnati: Bush-Springer, 2425 Gilbert Ave., CApital 1-1283 (Ky.)
South Carolina, Columbia: James B. Richardson, P. O. Box 5092, ALpine 4-0627 (S. C.)
Tennessee, Memphis: Factory Sales Agency, 4776 Welchshire, MUtual 3-2795 (Ark., Tenn.)
Tennessee, Nashville: Factory Sales Agency, P. O. Box 7097, CHapel 2-2764 (Tenn.)
Texas, Dallas: W. J. Childers, P. O. Box 30085 EMerson 1-4247 (Texas)
Texas, Houston: R. A. Putterman, 713 Camelot La., JAckson 8-5481 (Texas)
Virginia, Highland Springs: Fred Shelor, 109 Longstreet, REpublic 7-1586 (Va.)

LUSTRA CORP. OF AMERICA, 32-33 47th Ave., Long Island City 1, N. Y.

LUX TIME DIV., Robertshaw Fulton Controls Co., Waterbury, Conn.
Connecticut, Waterbury: John W. Bristol, 95 Johnson St., PLaza 6-3661 (Del., D.C.)
Tennessee, Lebanon: William J. Frappier, HIckory 4-3321 (Tenn.)

LUXOR LIGHTING PRODUCTS, INC., Empire State Bldg., 350 Fifth Ave., New York 1, N. Y.
North Carolina, Asheville: E. B. Bartlett, 19 Ramoth Rd., ASheville 3-4137 (Ga., N. C., S. C., Tenn., Va.)

LYDON-BRICHER MFG. CO., 2500 University Ave., St. Paul 14, Minn.

LYON METAL PRODUCTS, INC., 34 Montgomery St., P. O. Box 671, Aurora, Ill.

M

M & M MFG. CO., P. O. Box 1014, Trenton, N. J.

M & W ELECTRIC MFG. CO., INC., P. O. Box 87, East Palestine, Ohio (See advertisement on page 76)
Alabama, Gadsden: Ray Williamson & Assoc., P. O. Box 28, LIberty 6-9340 (Ala.)
Georgia, Pelham: Ben H. Touchstone, 1020 Hollis St., Phone 294-8035 (Fla., Ga.)
Kentucky, Louisville 5: I. E. Fultz, 2621 Valleta Rd., GLendale 2 2996 (Ky.)
Louisiana, New Orleans 10: Richard M. Ong, P. O. Box 1325, HUnter 6-1472 (La., Miss.)
Missouri, St. Louis 4: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (Ark., Mo.)
North Carolina, Raleigh: Allen G. Gill, P. O. Box 5643 (Phone Carey, N. C., HOpkins 7-3941) (N. C., S. C., Va.)
Tennessee, Knoxville: C. E. Pitner, P. O. Box 693, Phone 577-7718 (Tenn.)
Texas, Bellaire 101: King Sales Co., P. O. Box 37, FAirfax 3-4604 (Texas)

MACKAY RADIO & TELEGRAPH CO., INC., 133 Terminal Ave., Clark, N. J.
Alabama, Mobile: S. C. Hill, 459 St. Michael St., HEmlock 2-3658 (Ala.)
Florida, Jacksonville: E. Lawrence, 11957-65 Beach Blvd., RAymond 5-4911 (Fla.)
Florida, Miami: R. S. Rich, 212 N.W. 8th Ave., FRanklin 7-3639 (Fla.)
Florida, Pinellas Park: R. Cummings, Rich-Electronics, Inc., 6225 Park Blvd., HEmlock 6-1407 (Fla.)
Georgia, Savannah: J. D. Ryals, 2827 Bull St., ADams 2-5359 (Ga.)
Louisiana, New Orleans: E. R. Baxter, 1748 Carondelet St., JAckson 2-2448 (La.)
Maryland, Baltimore: E. G. Cummings, 37 Custom House Ave., PLaza 2-1311 (Md.)
Texas, Corpus Christi: L. M. Varney, Industrial Electronic Service, 4701 Andover Dr., ULysses 2-2321 (Texas)
Texas, Galveston: W. M. Vogt, P. O. Box 25, SOuthfield 5-7744 (Texas)
Texas, Port Arthur: D. D. Wiltshire, 2601 Boyd Ave., WOodlawn 2-5928 (Texas)
Virginia, Norfolk: R. W. Wilson, 3207 Granby St., MAdison 2-7432 (Va.)

MACWHYTE WIRE ROPE CO., 2910 14th Ave., Kenosha, Wis.
Florida, Jacksonville 11: Chris S. Kappas, 1109 Townsend Blvd., RA 4-2695 (Ala., Fla., Ga.)
Indiana, Evansville 11: Art R. Stahl, 1501 N. Villa Dr., GR 7-2048 (Ky., Mo., Tenn.)
Kansas, Prairie Village: Tom E. Burns, 2711 W. 71st Ter., EN 2-1037 (Kans., Mo.)
Louisiana, Shreveport: Clayton E. Wheeler, 360 Sandefur Dr., UN 5-3774 (Ark., La., Miss., Texas)
New Jersey, Newark 14: Vincent S. Stainbrook, 324 Frelinghuysen Ave., P. O. Box 2025, S. Sta., BI 8-4545 (Del., D.C., Md., Va.)
North Carolina, Greensboro: Joseph E. Hoflich, 2100 Briarwood Dr., BR 5-8062 (Ky., N. C., S. C., Tenn., W. Va.)
Texas, Abilene: Don E. Wood, 1125 Hickory St., OR 2-1320 (Texas)
Texas, Fort Worth 1: Matt Mulich, T & P Terminal Whse., P. O. Box 605, ED 2-8436 (Texas)

MADISON EQUIPMENT CO., 5405 Detroit Ave., Cleveland 2, Ohio

MAGIC FLECTOR, INC., 253 Plymouth Bldg., Minneapolis, Minn.

MAGNESIUM CO. OF AMERICA, 155 S.E., 10th Ave., Hialeah, Fla.
(Request inquiries sent to address given)

MAGNI FLOOD ELECTRIC PRODUCTS CO., INC., 50 Crary Ave., Mt. Vernon, N. Y.
Florida, Miami: Marvin Bochner, 7950 S.W. 21st Ter., CA 1-1243 (Fla.)
Georgia, Atlanta: Jules J. Dreyfuss' Sons, 324 Peters St., S.W., MUrray 8-6886 (Ala., Ga.)
Ohio, Columbus 15: Glen P. Stearns Co., 161 Nielston St., CApital 4-6800 (Ky.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Pennsylvania, Philadelphia 6: David D. Bleiman & Son, 139 N. Fourth Ave., WAlnut 5-2316 (Del., D.C.)
Tennessee, Memphis 6: Ranson-Roderick & Co., 726 E. McLemor Ave., WH 8-3301 (Miss., Tenn.)

MAJOR EQUIPMENT CO., INC., 4603 Fullerton Ave., Chicago 39, Ill.
Arizona, Phoenix: William Benndorf Co., 221 E. Camelback Rd., CRestwood 7-1662 (Texas)
Florida, Mount Dora: Ken H. Hill, P. O. Box 217, EVergreen 2-2651 (Fla.)
Georgia, Atlanta 13: Charles L. Woodyard, 161 Simpson St., N.W., JAckson 5-0511 (Ala., Ga.)
Louisiana, New Orleans: Associated Manufacturers Agents, 900 Carondelet St., JAckson 2-6787 (Ark., Fla., La., Miss.)
Maryland, Baltimore 2: Edwin A. Gerstenberg, 302 E. Federal St., VErnon 7-1100 (D.C., Md.)
Missouri, Kansas City 8: B. L. McCreary & Son, Corrigan Bldg., 1828 Walnut St., Rm. 525, HArrison 1-1668 and HArrison 1-1669 (Kans., Mo.)
North Carolina, Charlotte: William B. Gile & Assoc., 117 E. Third St., Rm. 213, EDison 4-0839 (N. C., S. C., Va.)
Ohio, Cincinnati 37: H. C. King & Assoc., 1720 Section Rd., REdwood 1-4049 (Ky., W. Va.)
Oklahoma, Oklahoma City 6: Ray Sullens, 1941 N.W. 17th St. (Okla.)
Oklahoma, Tulsa 5: Elmer W. Luebbert, 1203 E. 31st St., RIverside 2-8684 (Ark., Mo., Okla.)
Pennsylvania, Emmaus: Lloyd H. Jones & Assoc., P. O. Box 92, HEmlock 2-3630 (Del.)
Pennsylvania, Murrysville: Porter Electric Sales, Inc., DRexel 2-5000 (Md., W. Va.)
Tennessee, Nashville: Collin Finney, P. O. Box 27, CYpress 2-4380 (Tenn.)
Texas, Houston 2: B. L. Winkler, 776 A. M. and M. Bldg., FAirfax 3-6225 (Texas)

MALLEABLE IRON FITTINGS CO., Pole Hardware Div., Kirkham St., Branford, Conn.
Florida, Eustis: George L. Carlisle, Inc., P. O. Box 1537, EL 7-2120 (Fla.)
Florida, Miami 44: Charles R. Lee & Assoc., Inc., 3796 W. Flagler St., Highland 4-7414 (Fla.)
Georgia, Atlanta 25: E. A. Thornwell, Inc., P. O. Box 19595, Sta. N, TRinity 5-7895 (Ala., Fla., Ga., Miss.)
Louisiana, Shreveport: Williamson Sales Co., 104 Edwards St., Phone 424-6638 (Ark., La., Miss., Okla., Tenn., Texas)
Missouri, Kansas City 10: Wendegatz Co., 200 Rockhill Theatre Bldg., 4610 Troost Ave., WEstport 1-1355 (Kans., Mo.)
North Carolina, Charlotte 6: Jake Rudisill Associates, 2009 N. Tryon St., FRanklin 6-4792 (N. C., S. C., Tenn., Va.)
Ohio, Poland 14: Charles A. Clancy, 66 Heatherbrae Dr., SKyline 7-2841 (Ky., Md., Va., W. Va.)
Pennsylvania, Yardley: Ralph H. Colborn, 4 N. Homestead Dr., CYpress 5-5245 (Del., D.C., Md., Va.)

P. R. MALLORY & CO., INC., 3029 E. Washington St., Indianapolis, Ind.
Georgia, Atlanta: Grady Duckett Sales Co., 26 E. Andrews Dr., N.E., CEdar 3-5380 (Ala., Fla., Ga., Miss.)
Texas, Dallas 18: Gordon V. Peck Co., 130 Casa Linda Plaza, DAvis 1-6579 (Texas)

R. A. MANNING CO., INC., 1810 North Ave., P. O. Box 643, Sheboygan, Wis.
Florida, Coral Gables 46: J. H. Akerman, 813 Sistina Ave., MOhawk 7-3864 (Fla.)
Georgia, Atlanta 5: Verlyn H. Branham & Son, 3181-F Roswell Rd., N.W., CEdar 3-1658 (Ala., Ga., Tenn.)
Kentucky, Louisville 7: Thomas W. Bullock Co., The Colonial Bldg., 131 Breckinridge La., TWinbrook 6-6032 (Ky.)
Louisiana, New Orleans 22: M. Morin Rivera, 6111 Perlita St., HU 2-1161 (La., Miss.)
Maryland, Baltimore 18: Dunlop Lighting, 14 E. 24th St., CHesapeake 3-4492 (Del., D.C., Md.)
Missouri, Clayton 5: Chassaing Lighting, Inc., 7601 Forsyth Blvd., PArkview 5-8888 (Mo.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans., Mo.)
North Carolina, Raleigh: Allen G. Gill, P. O. Box 5643, (Phone Cary, N. C., HOpkins 7-3941) (N. C., S. C., Va.)
North Carolina, Raleigh: Allen G. Gill, W. G. Crenshaw, P. O. Box 6041, TEmple 3-8941 (N. C., S. C., Va.)
Oklahoma, Oklahoma City 12: Comer Sales Co., 3745 N.W. 37th St., WI 3-4766 (Okla.)
Tennessee, Memphis: Ross D. Thomas Co., 730 M & M Bldg., 198 S. Main St., JAckson 7-2492 (Ark., Tenn.)
Texas, Dallas 6: Galvin Sales Co., 6222 N. Central Expressway, EMerson 8-3878 (Texas)
Texas, Houston 2: Galvin Sales Co., 1607 Jefferson Ave., CApitol 4-2981 (Texas)
Virginia, McLean: Dunlop Lighting, P. O. Box 462, ELmwood 6-2005 (Del., D.C., Md.)
Virginia, Norfolk 8: Allen G. Gill, H. A. Williamson, Jr., 4807 Colley Ave., MA 2-5949 (N. C., S. C., Va.)

MARATHON ELECTRIC MFG. CORP., Randolph & Cherry Sts., Wausau, Wis.
Indiana, Indianapolis 18: J. A. Brown, 1701 N. Sherman Dr., FLeetwood 7-1127 and FLeetwood 7-1128 (Ky.)
Missouri, Kansas City 11: R. E. Bender, Rm. 315, V.F.W. Bldg., 406 W. 34th St., VAlentine 1-0100 (Mo.)
New Jersey, East Orange: A. W. McCall, 300 Main St., ORange 2-6400 (Del., Md.)
Ohio, Cleveland 9: R. M. Pike, 1110 Brookpark Rd., SHadyside 9-4667 (Ky.)
Pennsylvania, York: N. E. Thieme, 103 E. Market St., Phone 3-6786 (D.C.)
Texas, Houston 27: F. E. Bender, 3302 Mercer, P. O. Box 22011, JAckson 8-5301 (Ala., Ark., La., Miss., Okla., Texas)

MARCUS TRANSFORMER CO., INC., Leesville Ave., P. O. Box 551, Rahway, N. J. (See advertisement on page 22)
Florida, West Hollywood: Don McGarry, 7741 N.W. 25th St., YU 9-0134 (Fla.)
Kansas, Kansas City: Richard Mercer, 1810 Walker (Kans.)
Kansas, Wichita: W. Zimmerman, P. O. Box 3621 Munger Sta., MU 3-3161 (Kans.)
Louisiana, New Orleans: Arthur Wachter Co., 609 Tchoupitoulas St., JA 5-1744 (La.)
Maryland, Baltimore: B. Weingarten, 5445 Fairlawn, LI 2-4526 (D.C., Md.)
Missouri, St. Louis: R. E. Meyers, 317 N. 11th St., MA 1-2743 (Mo.)
North Carolina, Charlotte: Hammond & Hasbrouck, 1109 N. Alexander St., ED 2-2535 (N. C., S. C.)
Pennsylvania, Chester Springs: L. C. Conover, CH 8-1828 (Del.)
Texas, Houston: W. E. Holiman, P. O. Box 8452, ID 3-1041 (Texas)
Virginia, Roanoke: Ray Kraft, 1921 Langdon Rd., DI 3-9138 (Va.)

MARINDALE ELECTRIC CO., P. O. Box 617, Edgewater Branch, Cleveland 7, Ohio

MARION ELECTRICAL INSTRUMENT CO., Grenier Field, Manchester, N. H.

MARKEL ELECTRIC PRODUCTS, INC., 145 Seneca St., Buffalo 3, N. Y. (See advertisement on page 86)
Florida, Jacksonville 10: Burton B. Morris, 4357 DeMedici Ave. (Fla.)
Florida, Miami Beach: Ralph H. Schneeloch, Florida Distributors, Inc., 31-C Venetian Way, Apt. 45, Phone 5-9790 (Fla.)
Florida, Tampa 1: Thomas J. Roche, Florida Distributors, Inc., P. O. Box 801, REdwood 7-4848 or REdwood 6-6768 (Fla.)
Georgia, Atlanta 14: Douglas G. Muir Co., 531 Western Ave., N.W., MUrray 8-8853 and MUrray 8-8854 (Ala., Ga., Tenn., Va.)
Illinois, Chicago 45: Daniel Markel, 5655 N. Christiana Ave., Apt 2B 5, INdependence 3-2573 (Ky., Mo.)
Indiana, Indianapolis 20: Jeff Bennett, 2619 Ryan Dr., CL 5-9207 (Ky.)
Maryland, Rockville: Fotheringham & Prezis, 407 Ritchie Parkway, POplar 2-6252 (D.C., Md.)
Missouri, Kansas City: L. S. Gershon & Sons, 2316 McGee Tfcwy., VIctor 2-3171 (Kans., Mo.)
New York, Buffalo: Abe Weinberg, 28 Edge Park, TR 3-5385 (Ky., W. Va.)
North Carolina, Charlotte 1: S. L. Bagby Co., 822 W. Morehead St., P. O. Box 1125, Phone 334-2821 (N. C., S. C., Va.)
Pennsylvania, Paoli: Robert Hughes, P. O. Box 364, LOcust 4-3838 (Del., Va.)
Texas, Dallas 7: Van Brauman & Co., 8920 Diplomacy Row, FLeetwood 7-1566 (Ala., Ark., La., Miss., Okla., Tenn., Texas)

MARKSTONE MFG. CO., 1531 N. Kingsbury St., Chicago 22, Ill.

MARLOU LIGHTS, INC., 60 South Ave., Fanwood, N. J.
Alabama, Roanoke: M. B. Cole, Box 381, Phone 8902 (Ala.)
District of Columbia, Washington 17: Otis R. Poss, 4429 13th St., N.E., LAwrence 6-9335 (D.C.)
Florida, Jacksonville 7: South East Engrg. Services, P. O. Box 10143, FLanders 9-2148 (Fla.)
Georgia, Atlanta 3: Reid Trapani, 811 Bona Allen Bldg., MUrray 8-3111 (Ga., S. C.)
Louisiana, New Orleans 24: William Frank, 5920 Vicksburg St., HUnter 6-1550 (La.)
Mississippi, Jackson: Fellmer B. Bean, 4635 Old Canton Rd., Box 9604, EM 6-2558 (Miss.)
Missouri, Kansas City 11: The Gaines Co., 435 Westport Rd. (Kans., Mo.)
Missouri, Kirkwood 22: Jack Crockett, The Gaines Co., 2447 Trossock La., YOrktown 5-2447 (Mo.)
North Carolina, Charlotte: W. H. Lassiter Sales Co., P. O. Box 11014, FRanklin 5-5031 (N. C.)
Oklahoma, Tulsa 24: Tri-States Sales Co., 2415 S. Norwood Ave., TEmple 6-5342 (Ark., Okla.)
Texas, Dallas 30: J. H. Hildreth, 5910 Meaders La., EMerson 8-7449 (Texas)

MARLUX CORP., Marlux Park, Billerica, Mass.

MARMON-HERRINGTON CO., INC., 1511 W. Washington St., Indianapolis 7, Ind.
Alabama, Birmingham: Truck Equip., Inc., 930 Sixth Ave., S., FAirfax 4-3478 (Ala.)
District of Columbia, Washington 1: Capital Marmon-Herrington Coaches, 420 N. Capitol St., NAtional 8-7125 (Del., D.C., Md., Va.)
Florida, Jacksonville: Wallace Sales, 4248 Lenox Ave., EVergreen 7-2320 (Fla., Ga.)
Georgia, Atlanta: Brooker Truck Equip. Co., 1067 Memorial Dr., S.E., JAckson 5-7606 and JAckson 5-7607 (Ga.)
Kentucky, Louisville: Summers-Herrmann, Inc., Ford Corner, 901 S. Third St., JUniper 5-3351 (Ky.)
Louisiana, Shreveport: Dealers Truck Equip. Co., 2705 Mansfield Rd., Phone 5-3277 (La.)
Missouri, Kansas City: Perfection Spring and Equip. Co., 2550 McGee Tfcwy., HArrison 1-6211 (Kans., Mo.)
Oklahoma, Bartlesville: Bill Doenges Ford, 312 Osage St., Phone 2100 (Okla.)
Oklahoma, Tulsa: Fred Jones Ford, 13th and Boston St., DIamond 3-4161 (Okla.)
South Carolina, Columbia: Gaines W. Harrison, P. O. Box 682, POplar 5-2336 (S. C.)
Tennessee, Chattanooga 4: Tag Equip. Co., Inc., 1094 Duncan St., MAdison 2-6106 (Tenn.)
Texas, Abilene: A & A Supply Co., P. O. Box 950, ORchard 4-4575 (Texas)
Texas, Dallas: Ed Maher, Inc., 420 N. Harwood St., RIverside 1-3874 (Texas)
Texas, Houston: Truck Equip. Sales Co., 2707 Navigation Blvd., CApitol 4-0481 (Texas)
West Virginia, Huntington: Gallagher Motor Sales Co., 5th Ave. and 25th St., JAckson 9-1321 (W. Va.)

MARTIN STAMPING & STOVE CO., P. O. Box 259, Huntsville, Ala.
Alabama, Birmingham: Don Treanor, 3413 Blueberry La., Phone 882-0426 (S. Ala., N.W. Fla., S. Ga., S. Miss.)
Alabama, Huntsville: Bill Hughey, P. O. Box 259, Phone 534-1654 (N. Ala., Ky., W. Tenn., W. Va.)
Florida, Tampa 5: Jim Brokaw, P. O. Box 5071, Phone 4-5749 (Fla.)
Missouri, St. Louis 23: Clark-Weaver & Association, 6416 Kingsway Dr., PA 5-1234 (Kans., W. Mo.)
Missouri, St. Louis: Carl Froelich, 301 Beck Bldg. (E. Mo.)
Pennsylvania, Narberth: Todd, Blunt & Williams, 105 Forrest Ave., MO 4-3750 (D.C., Md.)
South Carolina, Charleston 31: Neil J. McDaid & Association, 126½ Williman St., RA 3-4561 (E. N. C., E. S. C.)
Tennessee, Chattanooga 5: Jim Jumper, 3583 Knollwood Dr., TR 7-1360 (N. Ga., W. N. C., W. S. C., Tenn., Va.)
Tennessee, Memphis 10: O. N. Fussel, 461 N. Highland, GL 2-9511 (Ark., La., Miss.)
Texas, Dallas 29: Sam Danielson, 4544 Royal La. (N. Texas)

Texas, Houston: W. F. Schieflebein, 2425 W. Holcombe, MO 5-3978 (S. Texas)

MARVEL FLUORESCENT MFG. CO., 1401 Clinton St., Hoboken, N. J.

MARVIN ELECTRIC MFG. CO., 648 S. Santa Fe Ave., Los Angeles 21, Calif.
Alabama, Birmingham: Elwyn B. Richey, Whitman Assoc., 823 Comer Bldg., AL 2-3079 (Ala.)
Arkansas, Little Rock: Jack Greene, 414 Pulaski St., FR 4-9398 (Ark.)
Florida, Jacksonville 7: Robert G. Ford, 7204 Poinciana Ave. (Fla.)
Florida, South Miami: James A. Foerster, 6721 S.W. 68th Ter. (Fla.)
Florida, Tampa 1: George Jack, P. O. Box 2126 (Fla.)
Florida, Warrington: T. E. Pearce, Whitman Assoc., 208 Payne Rd., S.E. (Phone Pensacola, Fla., GL 5-8689) (W. Fla.)
Georgia, Atlanta: E. D. Johnson, Whitman Assoc., 313 Bona Allen Bldg., JA 1-0977 (Ga.)
Georgia, Moultrie: Robert S. McGarity, Whitman Assoc., 415 S. Main St., YR 5-1568 (Ga.)
Kentucky, Louisville 15: W. H. Lawson, 1113 Lehigh Ave., EM 3-0203 (Ky.)
Louisiana, New Orleans 23: Duke-Philibert Co., 10004 Judy Dr., KE 4-5018 (La., Miss.)
Maryland, Chevy Chase 15: Earl I. Dinsmore, 4109 Rosemary St., OL 4-4700 (Md.)
Missouri, Kansas City: Harry Devine III, 115 W. 17th St., HA 1-2266 (Kans., Mo.)
Missouri, St. Louis 26: Ed Reyering, 9901 Harwick Dr., VI 3-6976 (Mo.)
North Carolina, Charlotte: Charles A. Thomas, Whitman Assoc., 126 Builders Bldg., ED 4-9168 (N. C.)
North Carolina, Charlotte: Norman E. Tindal, Whitman Assoc., 126 Builders Bldg., ED 4-9168 (N. C.)
Oklahoma, Tulsa 10: Robert Nott Co., 2532 E. Admiral Blvd., WE 9-0535 (Okla.)
South Carolina, Greenville: George W. Greene, Whitman Assoc., Calhoun Towers, Apt. 4-F, CE 9-3767 (S. C.)
South Carolina, Greenville: M. V. Patterson, Whitman Assoc., Calhoun Towers, Apt. 4-F, CE 9-3767 (S. C.)
Tennessee, Memphis: Jim Clary, 62 Flicker, FA 3-4055 (Ark., N. Miss., W. Tenn.)
Tennessee, Nashville 12: Robert E. Roberts, Jr., Whitman Assoc., 2422 Abbott Martin Rd., CY 7-3736 (Tenn.)
Texas, Dallas 34: Howard Johnson, 2976 Randy La., CH 7-5341 (E. Texas)
Texas, Houston: Ernie Dungey, 1013 Wood St., FA 3-2701 (S.W. Texas)
Texas, Lubbock: Fred Fricke, 5230 W. 16th St., SW 9-1618 (W. Texas)
Virginia, Richmond: T. P. Harris, Jr., Whitman Assoc., P. O. Box 9195, 6037 Bonneau Rd., CO 6-3185 (Va.)

MARVIRAY, INC., 54 Clifton St., Newark 5, N. J.

L. E. MASON CO., 98 Business St., Boston 36, Mass. (See advertisement on page 61)
Florida, Miami 47: James & Assoc., Inc., 7545 N.W. 26th Ave., OXford 6-0611 (Fla.)
Georgia, Atlanta 18: Hopper & McCoy, 870 Northside Dr., N.W., TRinity 2-5803 (Ala., Ga., Miss., S. C., Tenn.)
Indiana, Indianapolis 7: A. Lee Clifford & Co., 1801 W. 18th St., MElrose 6-4411 (Ky., Tenn.)
Louisiana, New Orleans: Al Levin & Assoc., Inc., 301 Galennie St., Phone 524-8489 (La.)
Missouri, Kansas City 1: Schooler-Gorman, 1224 W. 9th St., VI 2-0733 (Kans., Mo.)
North Carolina, Charlotte: G. M. Hogshead Co., 201 W. Worthington Ave., FR 5-5924 (N. C.)
Pennsylvania, Philadelphia: Locust Electric Sales, 827 N. Taney St., CE 6-0121 (Del.)
Pennsylvania, Pittsburgh 12: H. W. Groetzinger Co., 410 E. General Robinson St., ALlegheny 1-6280 (W. Va.)
Texas, Dallas 35: W. H. "Jack" McAdams Co., 6115 Denton Dr., FL 2-1551 (Texas)
Texas, Dallas: Gerald Sheppard, 805 Monte Vista, DAvis 4-4035 (Texas)
Texas, Houston: William C. Windsor, 4307 Brookfield St., ID 3-1218 (Texas)

A. H. MASSEY, INC., 111 Third St., Derby, Conn.
Florida, Miami: Harold D. Hester Assoc., 189 N.W. 89th St. (Fla.)
Georgia, Atlanta: D. D. Camp Co., 1818 Broadwell St., S.W. (Ala., Ga.)
Indiana, Indianapolis (Brendonwood): R. M. Crandell & Assoc., 6220 E. 56th St. (Ky.)
Louisiana, New Orleans: Jack Hagan, 2837 Banks St. (La., Miss.)
Maryland, Hyattsville: Arnold Apple, 6711 Munsey St. (D.C., Md., Va.)
Missouri, Kansas City: Tom Nulik & Co., 3807 E. 107th St., Ter. (Kans., W. Mo.)
Missouri, St. Louis: Gene Hagen & Co., 4232 Forest Park Ave. (E. Mo.)
Ohio, Cleveland: John J. Sullivan & Assoc., 2179 E. 18th St. (W. Va.)
Pennsylvania, Upper Darby: Robert Clark, P. O. Box 195 (Del.)
Tennessee, Knoxville: Jim Hash & Co., 109 W. Jackson Ave. (N. C., S. C., Tenn.)
Texas, Dallas: Fain Assoc., 3434 S. Harwood, (Okla., N. Texas)

MASTER ELECTRIC CO., Div., of Reliance Electric & Engineering Co., 126 Davis Ave., Dayton 1, Ohio

MASTER VIBRATOR CO., Dayton 1, Ohio

OLIN MATHIESON CHEMICAL CORP., Metals Div., P. O. Box 989, Chattanooga, Tenn. (See advertisement on page 13)
Alabama, Birmingham 9: Brasfield Sales Engineering Co., P. O. Box 6025, TRemont 1-7808 (Ala.)
Florida, St. Petersburg: Engineering Sales Co., Inc., 2472 24th Ave., N., Phone 7-3927 (Fla.)
Florida, Wildwood: J. C. McCormic, P. O. Box 383, SHadyside 8-2051 (Fla.)
Georgia, Atlanta 5: Tri-State Utility Products, 2562 Sharondale Dr., CEdar 3-7658 (Ga.)
Mississippi, Jackson: Epting Electrical Sales Co., P. O. Box 9801, Northside Sta., EMerson 6-5852 (La., Miss.)
South Carolina, Charleston 1: T. L. Bissell, P. O. Box 776, RA 3-0692 (S. C.)
Texas, Dallas 35: Curtis Musgrove Co., P. O. Box 35352, FLeetwood 1-3239 (Texas)
Texas, Fort Worth: Curtis Musgrove Co., 304 Mutual Savings Bldg., 8th & Throckmorton Sts., EDison 6-3634 (Texas)
Texas, Houston 27: Curtis Musgrove Co., P. O. Box 22324, JAckson 4-9112 (Texas)
Texas, San Antonio: Curtis Musgrove Co., P. O. Box 12232, DIamond 2-8417 (Texas)
Virginia, Richmond: Hugh T. Snapp, 600 Horsepen Rd., ATlantic 2-5068 (Va.)

MATTHEWS MFG. CO., P. O. Box 328, Albertville, Ala.
Tennessee, Nashville: A. A. Gorin, 6300 Brownlee Rd., CY 7-4156 (Ala., Ga., Ky., Miss., Tenn.)

MAY & HALAS, INC., 233 W. Madison St., Chicago 3, Ill.

McCABE-POWERS BODY CO., 5900 N. Broadway, St. Louis 15, Mo.
Arkansas, Hope: Charles Stone, P. O. Box 366, PR 7-4471 (Ark., Okla.)
Georgia, Atlanta: Bob Miller, 455 Forrest Valley Rd., BLackburn 5-6192 (Fla., N. C., S. C., Va.)
Mississippi, Clinton: Bob Adkerson, P. O. Box 1053, Phone 6154 (Ala., Ky., Miss., Tenn.)
North Carolina, Burlington: Walter Allen, 606 S. Seller Mill Rd., CAnal 6-0013 (N. C., S. C.)
Tennessee, Medina: Rhodes Graves, Route 1, ST 3-3719 (Fla., Ga.)
Texas, Dallas 28: Ray Bridges, 2610 Norwood, DAvis 4-4585 (W. Texas)
Texas, Garland: Everett Darnold, 813 Carney Dr., BRoadway 8-2722 (Ark., Okla., Texas)
Texas, Garland: Ken Schiller, 118 Sunflower Dr., BR 8-7473 (E. Texas)

McCAFFREY MFG. & SUPPLY CO., 1840 W. 14th St., Chicago 8, Ill.

McDELL'S, Jonesboro, Tenn.

McGILL MFG. CO., INC., 1002 N. Campbell St., Valparaiso, Ind.
Georgia, Atlanta 8: Ernest T. Loyd, Inc., 69 Mills St., N.W., MUrray 8-9104 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
Indiana, Valparaiso: Field Crosby, 1002 N. Campbell St., HOward 2-2161 (Ky.)
New York, Buffalo 21: Albert C. Schultz Co., 76 S. Long St., NF 3-5078 (Md., W. Va.)
New York, Port Washington, Long Island: George C. Knott, Jr., P. O. Box 389, POrt 7-4440 (Del., D.C., Md.)
Texas, Dallas 6: Jack Raley, 101 Prentice Bldg., 4515 Prentice St., EMerson 8-5923 (Ark., Kans., La., Miss., N. Mo., Okla., Texas)
Wisconsin, Milwaukee 13: Richard Q. Windle, 127 N. 92nd St., SPring 4-6155 (E. Mo.)

BEN P. McKINLEY CO., 522 S. Clinton St., Chicago 7, Ill.

McKINSTRY METAL WORKS, INC., 285 McKinstry Ave., Chicopee, Mass.

McLARTY SYSTEMS, 2600 Dickman Rd., Battle Creek, Mich.

McPHILBEN LIGHTING, INC., 1329 Willoughby Ave., Brooklyn 37, N. Y.
Alabama, Birmingham: Elwyn B. Richey, 823 Comer Bldg., ALpine 2-3079 (Ala.)
Arkansas, Little Rock: Jim Venable, P. O. Box 2232, FR 4-8825 (Ark.)
Colorado, Denver 6: Gregg N. Cloos Co., 977 Jackson St., FLorida 5-7274 (Kans.)
District of Columbia, Washington 9: James H. Hale Co., 1739 Connecticut Ave., N.W., NOrth 7-7200 (Del., D.C., Md., Va.)
Florida, Coconut Grove, Miami: R. David Butt, 3646 Main Hwy., EMerson 1-2818 (Fla.)
Florida, Jacksonville: Leslie E. Porter, P. O. Box 5482, FLanders 9-5372 (Fla., Ga.)
Florida, Mt. Dora: Ken H. Hill, P. O. Box 217, EVergreen 3-2788 (Fla.)
Florida, Warrington: Tom Ed Pearce, 208 Payne Rd., S.E., GLendale 5-8689 (Ala., Fla.)
Georgia, Atlanta 3: Whitman Assoc., 313 Bona Allen Bldg., JAckson 1-0977 (Ga., Tenn.)
Georgia, Moultrie: Robert S. McGarity, 415 S. Main St., YUkon 5-1568 (Ga.)
Louisiana, New Orleans 15: Electrical Sales Co., P. O. Box 5315, UNiversity 6-7661 (La., Miss.)
Mississippi, Jackson: Nick Lymberis, P. O. Box 4284, EM 6-7021 (Miss.)
Missouri, Kansas City 5: Ewert Sales Engrg. Co., 1415 Pennsylvania Ave., Victor 2-1918 (Kans., Mo.)
Missouri, St. Louis 23: Chuck Koerner Lighting, 6932 Ravenscroft, PLateau 2-9911 (Ky., Mo.)
North Carolina, Charlotte 2: Norman E. Tindal, 126 Builders Bldg., ED 4-9168 (N. C.)
Ohio, Cincinnati 6: Bush-Springer & Assoc., 2425 Gilbert Ave., CApitol 1-1283 (Ky.)
Pennsylvania, King of Prussia: J. B. Derr Assoc., Valley Forge Center, 105 Town Center Rd., BRoadway 9-1184 or BRoadway 9-1185 (Del.)
Pennsylvania, Pittsburgh 30: Roy E. Thomas, P. O. Box 1804, CHurchill 1-7683 (W. Va.)
South Carolina, Columbia: George W. Greene, Jr., P. O. Box 416, ALpine 3-7451 (Ga., S. C.)
Tennessee, Memphis: C. R. Shapard, P. O. Box 3443, MUtual 3-3146 (Miss., Tenn.)
Tennessee, Nashville 12: Robert E. Roberts, Jr., Whitman Assoc., 2422 Abbott Martin Rd., CY 7-3736 (Tenn.)
Texas, Dallas 6: Traweek-Healy & Assoc., 5523 Dyer St., EMerson 8-3942 (Okla., Texas)
Texas, Houston 4: William S. Arthur, Traweek-Healy & Assoc., 3011 San Jacinto St., JAckson 8-0852 (Texas)
Texas, Lubbock: A. D. Ray, Traweek-Healy & Assoc., 2317-B 34th St., SHerwood 4-2223 (Texas)
Texas, San Antonio 13: Thomas J. Barr, Traweek-Healy & Assoc., 102 Persimmon, CApital 7-6335 (Texas)
Virginia, Richmond 19: George E. Schraudt, Jr., 202 E. Cary St., MIlton 8-0520 (Va.)
West Virginia, Charleston 4: Paul A. Skaff, 5415 Noyes Ave., S.E., WAlnut 5-5343 (W. Va.)

MEARS CONTROLS, INC., 13725 S.W. Millikan Way, Beaverton, Oregon (See advertisement on page 78)
Florida, Clearwater: Clayton Tweedy, P. O. Box 1201, Phone 584-5622 (Ala., Ga., N. C., S. C.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Florida, Miami: Bryan P. Fisher, P. O. Box 47795 (Fla.)
Georgia, Atlanta 26: Clayton Tweedy, P. O. Box 18514, BL 5-5478 (Ala., Ga.)
Louisiana, New Orleans 12: Gregory-Salisbury Co., 820 Julia St., TU 5207 (Ark., La., Miss.)
Missouri, St. Louis 9: Petefish-Kemp Engrg. Co., 6414 Hampton Ave., FL 1-2175 (Mo.)
Oklahoma, Tulsa 5: Harold Furtney Co., 4129 S. Peoria Ave., Peoria Plaza Bldg., RI 7-6490 (Okla.)
Pennsylvania, Emmaus: L. H. Jones Co., P. O. Box 92, SWift 7-4663 (Del., Md.)
Pennsylvania, Pittsburgh: Edwin McKinney, Investment Bldg. (W. Va.)
Tennessee, Knoxville: Charles B. Turbyville, 935 Woodland Ave. (Tenn.)
Virginia, Salem: Lynn H. Morris, P. O. Box 349 (Va.)

MECHANICAL PRODUCTS, INC., 1824 River St., Jackson, Mich.
Georgia, Atlanta 5: St. Clair Assoc., 3120 Maple Dr., N.E., Phone 231-1894 (Ala., Fla., Ga.)
Kansas, Wichita: Thunderbird Engrg. Sales & Service, 6485 E. Kellogg, MUrray 3-6934 (Kans., Mo., Okla., Texas)
New York, Copaigue, L. I: Reciputi & Weiss, Inc., 635 Oak St., AMityville 4-3322 (Md.)
New York, New York 16: Manufacturers' Distributing Co., Inc., 192 Lexington Ave., MUrrayhill 9-6900 (D.C.)
Texas, Fort Worth: J. Neely, P. O. Box 9494, 3800 Sherwood Dr., MArket 6-5371 (Kans., Mo., Okla., Texas)

MEIER DIV., The Lau Blower Co., 3525 E. Washington St., Indianapolis 7, Ind.
Arkansas, Russellville: Jack C. Sauls Co., 1905 W. Main St. (Ark.)
Delaware, Rehoboth Beach: The Keyline Co., 306 Bayard Ave., Phone 227-2472 (Del., D. C., Md., N. C., Va.)
Florida, Miami 42: Deco Sales Assoc., 3615 N.W. 47th St., NE 5-1308 (Fla.)
Georgia, Atlanta 3: Berry-Elsberry Co., Inc., 47 Alabama St., S.W., JA 2-2563 (Ala., Ga., Miss., Tenn.)
Indiana, Indianapolis: Joseph Olinger & Assoc., 217 E. 34th St., WA 3-8094 (Ky.)
Indiana, New Orleans 23: Duke-Philibert Co., 10004 Judy Dr., KEnner (21) 4-5018 (La., Mo.)
Missouri, Kansas City 30: C. L. Arehart Co., 5316 Garfield (Kans., Mo.)
Missouri, Kirkwood 22: Jack W. Crockett Co., 2447 Trossock La., YOrktown 5-2447 (Ark., Kans., Mo.)
North Carolina, Greensboro: The Paul Sherrill Co., P. O. Box 38, BR 3-6163 (N. C., Va.)
Ohio, Cincinnati 27: Don Kemme Electrical Sales, 6942 Roe St., BRamble 1-0482 (Ky., W. Va.)
Oklahoma, Tulsa 4: Tri-States Sales Co., 2415 S. Norwood Ave., TEmple 6-5342 (Okla.)
South Carolina, Columbia: Carl Hamburger, 126 Summerlea, ALpine 4-5345 (S. C.)
Texas, San Antonio 12: NuRo Co., P. O. Box 12187, Laurel Heights Sta., CA 6-9822 (Texas)

MELROSE LIGHTING CO., INC., Ft. Washington Industrial Pk., Fort Washington, Pa.
Illinois, Chicago 18: Bill Brown Sales Co., Inc., 3642 W. Montrose Ave., IRving 8-8980 (Fla., Ga., La., Miss., N. C., S. C.)

METALAB EQUIPMENT CO., Hicksville, N. Y.

METALCRAFT PRODUCTS CO., INC., 6225 State Rd., Philadelphia 35, Pa.
Florida, St. Petersburg: Hed Haish, Box 3971, Phone 7-3719 (Fla.)
Georgia, Decatur: Kuzell & Co., 2489 Midway Rd., BU 4-3257 (Ga.)
Indiana, Indianapolis 4: Electrical Equipment Co., 26 S. Senate Ave., MElrose 2-4376 (Ky.)
Maryland, Baltimore 2: Charles E. Esposite, 501 E. Monument St., LExington 9-4021 (D. C., Mo.)
Oklahoma, Tulsa: Manufacturers Representative Co., 1307 S. Boulder, LUther 4-2507 (Okla., Texas)
Pennsylvania, Pittsburgh: Robert J. Daum, 2201 Lynbrook Ave., LOcust 3-7078 (W. Va.)
Virginia, Richmond 25: Charles C. Laney, 8424 Midlothian Pike, BRidge 2-0059 (N. C., Va.)
Virginia, Salem: Lynn H. Morris, 452 High St., DUpont 9-5798 (Va.)

METALECTRICS, INC., 627 Greenwich St., New York 14, N. Y.
Colorado, Denver 20: Bach Assoc., 191 Oneida St. (Okla.)
Florida, West Palm Beach: Palco, Box 6343 (Fla.)
Georgia, Atlanta 7: Floyd H. Goodman, 2231 E. Lake Rd., N.E. (Ala., Ga., Miss.)
Kentucky, Louisville 14: K. E. Jockell & Associates, 910 Southview Rd. (Ky.)
Louisiana, New Orleans 16: Fred C. Baldridge Co., 525 Godchaux Bldg. (La.)
North Carolina, Charlotte: J. Schwarz, 4137 Pineview Rd. (N. C., S. C., Tenn.)
Pennsylvania, Philadelphia: Albert Cherry, Lakeside Apts. 26, Melrose Park (Del., D.C., Md.)
Texas, Richardson: Frank Hooter, 404 West Shore Dr. (Texas)
Virginia, Charlottesville: Robert A. Broan, P. O. Box 1264 (Va.)

METALLIC ARTS OF N. E., INC., 150 Broadway, Cambridge 42, Mass.

METER DEVICES CO., 1001 Prospect Ave., S.W., Canton 6, Ohio

METROPOLITAN ELECTRIC MFG. CO., 2250 Steinway St., Long Island City 5, N. Y.

MEYER MACHINE, INC., 137 Bluff St., P. O. Box 131, Red Wing, Winn.
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St., TUlane 5207 (Ala., Ark., La., Miss., Tenn.)
Texas, Dallas 15: Snoots-Wood Co., 2515 Clarence St., HA 8-5108 (Okla., Texas)

MICRO BALANCING, INC., 191 Herricks Rd., Garden City Park, L. I., N. Y.
Alabama, Birmingham: Joslyn Mfg. & Supply Co., 2222 Vanderbilt Rd., VIctor 1-6491 (Ala., Fla., Ga.)
Illinois, Chicago: Joslyn Mfg. & Supply Co., 155 N. Wacker Dr., STate 2-3600 (Ark., Kans., La., Miss., Mo.)
New York, New York: The Joslyn Co., 79 Pine St., DI 4-5790 (Del., D.C., Md., N. C., S. C., Tenn., Va., W. Va.)
Texas, Dallas: Joslyn Mfg. & Supply, 2101 Corinth St., HA 1-2106 (Texas)

MID-WEST CHANDELIER CO., 15th & Gentry Sts., North Kansas City 16, Mo.
Alabama, Birmingham: C. A. Whitehead, 630 26th St., S.W., STate 5-6951 (Ala., Miss.)
Florida, Pompano Beach: Warren Yost, 4231 N.E. 12th Ter., WEbster 3-4779 (Fla.)
Georgia, Atlanta 9: Paul Noe & Co., 1920 Buford Highway (Ga., N. C., S. C., Tenn.)
Missouri, North Kansas City 16: Allan Pasternack, 15th & Gentry, GRand 1-4475 (Kans., Mo.)
Oklahoma, Tulsa: Andrew Lechtenberg, 3831 E. 55th St. (Ark., Okla.)
Texas, Austin: Louis Tabbatt, 2015 Sunset Ave., P. O. Box 5183 GRand 7-1448 (La., Texas)

MIDWEST ELECTRIC MFG. CO., 1639 W. Walnut St., Chicago 12, Ill.
Alabama, Birmingham: Glenn Assoc., Inc., 2925 Central Ave., TRemont 9-0561 (Ala.)
Florida, Miami 32: Glenn Assoc., Inc., 914 Langford Bldg., FRanklin 3-7833 (Fla.)
Georgia, Atlanta: Glenn Assoc., Inc., 172 Simpson St., N.W., JAckson 2-4906 (Ga., E. Tenn.)
Maryland, Baltimore 18: Electrical Sales Co., 2437 N. Charles St., BElmont 5-5551 (Del., D.C., Md.)
Missouri, Kansas City: F. A. Bettis Co., 3718 Broadway, JEfferson 1530 (Kans., W. Mo.)
Missouri, Kirkwood 22: The Ray Martin Co., 210 Kirkwood Bank Bldg., YOrktown 6-8659 (E. Ark., W. Ky., E. Mo.)
North Carolina, Raleigh: R. W. Fishburne Co., 1335 Mayfair Rd., VAnce 8-6361 (N. C., S. C.)
Texas, Dallas: Burrus & Matthews, 2810 Canton St., RIverside 1-6241 (Okla., N. Texas)
Texas, Houston 4: Burrus & Matthews, 1116 Nagle St., CApitol 7-4173 (W. Ark., La., Miss., S. Texas)
Virginia, Richmond: R. W. Fishburne Co., 1725 Arlington Rd., Phone 2-9009 (Va.)

MIDWEST ELECTRIC PRODUCTS, INC., 1515 N. Front St., P. O. Box 156, Mankato, Minn.
Arkansas, West Memphis: Malcolm Kueneman, 1113 Spears St., REgent 5-3017 (Ark., N. Miss., W. Tenn.)
Florida, St. Petersburg: Frank C. McPherson, 6417 7th Ave., N., DIckins 1-6361 (Fla.)
Georgia, Atlanta 3: William F. Bishop, 203 Walker St., S.W., JA 4-8468 (Ala., Ga.)
Louisiana, New Orleans: E. P. Jones, 374 Sauve Rd., KEnner 4-5884 (S. Ala., La., S. Miss.)
Massachusetts, Hyde Park 36: E. P. McEleney Co., 310 West St., EMpire 1-0039 (Md.)
Missouri, Kansas City 5: J. W. Gatchell Co., 407 Broadway, BAltimore 1-4716 (Kans., W. Mo.)
Missouri, St. Louis 4: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (Mo.)
North Carolina, Greensboro: Edward W. Fishburne, P. O. Box 2407, Phone 2-0620 (N. C., S. C.)
Ohio, Cincinnati 27: Westerkamp & Assoc., 5643 Maple Ridge Dr., LOcust 1-4429 (Ky.)
Pennsylvania, Jenkintown: Peter Jacobson, 737 Suffolk Rd., SAratoga 7-4300 (Del.)
Pennsylvania, Pittsburgh 21: Detch Electric Co., 2133 Chalfant St., CHurchill 1-5034 (W. Va.)
Tennessee, Knoxville: Charles B. Turbyville, 935-1 Woodland Ave., Phone 5-0588 (Tenn.)
Texas, Dallas: John A. Kissh, 1316 N. Carroll, TAylor 6-5303 (Okla., Texas)
Virginia, Richmond 26: Hugh T. Snapp, 600 Horsepen Rd., ATlantic 2-5068 (Va.)

MILBANK MFG. CO., 1111 Virginia, Kansas City 6, Mo.
Alabama, Birmingham: Godfrey Glenn Sales Agency, 3205 Second Ave., S., AL 2-0209 (Ala., Del., D.C., Ga.)
District of Columbia, Washington 5: Rumsey Electric Co., 337 Southern Bldg., REpublic 7-8117 (D.C.)
Georgia, Avondale Estates: Godfrey Glenn Agency, c/o Clarence Huhman, P. O. Box 627, (Phone Clarkstown, Ga., CAtlata 284-4431 (Ga.)
Louisiana, New Orleans: Lighting Fixture & Electric Supply Co., 307-11 Tchoupitoulas St., JAckson 5-8233 (La.)
Pennsylvania, Philadelphia 5: Rumsey Electric Co., 1007 Arch St., MArket 7-6900 (Del., D. C.)
Texas, Austin 66: Priester-Mell Supply Co., P. O. Box 981 (Texas)
Texas, Dallas: Priester Supply Co., 1800 Griffin St., RIverside 8-4526 (Texas)
Virginia, Richmond: Rumsey Electric Co., Moore & Altamont Sts., ELgin 5-4379 (Va.)

MILLER CO., 99 Center St., Meriden, Conn.
Alabama, Birmingham 13: James G. Terry, 236 Beech Circle, P. O. Box 9133, TR 1-5655 (Ala., Fla.)
Florida, Jacksonville 11: O. R. Wood, 2734 Columbine St., E., RAymond 5-0461 (Fla., Ga.)
Florida, Tampa 9: J. L. Brinkman, 2712 Morrison Ave., Phone 87-7541 (Fla., Ga.)
Georgia, Chamblee: M. N. Abbiati, 3558 Sexton Woods Dr., GLendale 7-6431 (Ala., Ga.)
Illinois, East Peoria: H. T. Preston, 104 Oak Park Dr., Shady Knolls, Phone 699-8513 (Mo.)
Kentucky, Louisville 14: Earl Jockell (K. E. Jockell & Assoc.), 910 Southview Rd., EMerson 6-4080 (Ky., Tenn., Va.)
Louisiana, New Orleans 25: W. D. Faust (Electrical Sales Agency), Rm. 602, 833 Howard Ave., JAckson 2-5791 (Ark., La., Miss.)
Louisiana, New Orleans 25: Don Mackenroth, Electrical Sales Agency, Rm. 602, 833 Howard Ave., JAckson 2-5791 (Ark., La., Miss.)
Missouri, Kansas City 31: J. G. McDonald, Thorsell Lighting & Equip. Co., 1195 E. 77th St., DElmar 3-8526 (Kans., Mo.)
Missouri, Kansas City 31: C. W. Thorsell, Thorsell Lighting & Equip. Co., 1195 E. 77th St., DElmar 3-8526 (Kans., Mo.)
Missouri, St. Louis 10: J. J. Rhoades, J. J. Rhoades Co., 5627 Manchester Ave., MIssion 7-4344 (Ky., Mo.)
New Jersey, Wenonah: E. A. Gonya, 543 Allegheny Rd., Oak Valley Development, ULysses 7-4711 (Del., Md.)
North Carolina, Charlotte 7: J. B. Proctor, 418 Merwick Cir., Phone 366-5277 (N. C.)
Ohio, Cincinnati 31: G. J. Poniske, 8497 Pringle Dr., Phone 522-3595 (Ky.)
Ohio, Columbus 21: D. W. Houser, 2176 Wesleyan Dr., HUdson 6-5752 (Ky., Va., W. Va.)
Oklahoma, Oklahoma City: L. Blair Perkins, Jr., Perkins Bros. Sales Co., 1411 Classen Blvd., JA 4-7535 (Ark., Okla.)
Pennsylvania, Broomall: P. R. Steele, 2873 Dogwood La., ELgin 6-8203 (Del., Md.)

Pennsylvania, Pittsburgh 15: Jack X. Britton, 200 Buckingham Rd., STerling 1-0794 (W. Va.)
South Carolina, Columbia: James B. Richardson, 6403 Christie Rd., P. O. Box 5092, SUnset 2-1321 (S. C.)
Tennessee, Knoxville 18: Bill Roberts, Factory Sales Agency, 4205 Gaines Rd., P. O. Box 5331, Phone 687-9177 (Ala., Ga., Ky., N. C., Tenn., Va.)
Tennessee, Memphis 17: George Patterson, 4776 Welchshire Ave., MUtual 3-2795 (Ark., Miss., Mo., Tenn.)
Tennessee, Nashville 10: Howard Fisher, Factory Sales Agency, 509 Third Ave., S., P. O. Box 7097, CHapel 2-5666 (Ala., Ga., Ky., N. C., Tenn., Va.)
Tennessee, Nashville 10: J. W. Fowler, Factory Sales Agency, 509 Third Ave., S., P. O. Box 7097, CHapel 2-5666 (Ala., Ga., Ky., N. C., Tenn., Va.)
Texas, Dallas 7: Joe L. Cook, Paul Crick Agency, 335 Cole, RIverside 7-5892 (Ark., La., Okla., Texas)
Texas, Dallas 7: Paul A. Crick, Paul Crick Agency, 335 Cole, RIverside 7-5892 (Ark., La., Okla., Texas)
Texas, Houston 33: Edward C. Ober, 5935 Southwind, OLive 4-7424 (Texas)
Virginia, Alexandria: W. N. Hancock, 4836 Kenmore Ave., Apt. 203, P. O. Box 3116, Phone 354-3324 (D.C., Md., Va., W. Va.)
Virginia, Virginia Beach: R. B. Helfrich, 115 Crystal Lake Cir., P. O. Box 907, GArden 8-3278 (N. C., Va., W. Va.)

MILLER ELECTRIC CO., 120 Main St., Pawtucket, R. I.

MILLERBERND MFG. CO., P. O. Box 130, Winsted, Minn.

MILWAUKEE ELECTRIC TOOL CORP., 5368 W. State St., Milwaukee 8, Wis.
Florida, Cutler Ridge, Miami 57: Jim Estaver, 20101 Eagle Nest Rd., CEdar 5-1941 or MOhawk 1-2414 (Fla.)
Georgia, Atlanta 5: Roy Evans, 347 Tall Oaks Dr., N.E., BL 5-4254 (Ala., W. Fla., Ga.)
Illinois, Belleville: Tom Winterrose, 901 Royal Heights Rd., ADams 3-2295 (Ark., E. Mo.)
Kansas, Overland Park: John Elbert, 6001 W. 94th Ter., NIagara 8-6680 (Kans., W. Mo., N.E. Okla.)
Maryland, Ellicott City: Bill Hartleb, 2 Knoll Circle, Phone 465-3612 (Del., D.C., Md., N. Va., East W. Va.)
North Carolina, Charlotte 8: Bob Fowler, 3235 Marlborough Rd., EXpress 2-2396 (N. C., S. C., East and Western Va.)
Ohio, Dayton 19: Walt Lastoskie, 100 Hill Top Ave., AXminster 8-4841 (N. Ky.)
Pennsylvania, Pittsburgh 9: Vince Schuster, 417 Winterset Dr., TAylor 1-5475 (S. Md., W. Va.)
Pennsylvania, Upper Darby: Milo Hansen, 3921 W. Chester Pike, SUnset 9-6332 (N.E. Del.)
Tennessee, Nashville: Jack Jennings, 2902 Emery Dr., TU 3-4049 (Ky., Miss., Tenn.)
Texas, Dallas 28: Bob Stockton, 2118 Highwood Dr., DAvis 7-5916 (Okla., N. Texas)
Texas, Houston 43: James H. Cumley, 1746 Conrad Sauer, HOmestead 8-6536 (La., S.E. Texas)

MINE SAFETY APPLIANCE CO., 201 N. Braddock Ave., Pittsburgh 8, Pa.
Georgia, Decatur: J. I. McEwen, 392 Bridlewood Circle, DRake 7-7778 (Ala., Fla., Ga., Ky., N. C., S. C., Tenn.)
Kansas, Overland Park: J. W. Moser, 9001 W. 93rd Ter., NIagara 8-4272 (Kans., Mo., Okla.)
Louisiana, Denham Springs: E. J. Finear, 111 Hickory Dr., NOrmandy 5-5267 (Ark., La., Miss., Texas)
New Jersey, Medford Lakes: H. D. Edwards, Chippewa Trail, OLive 4-2948 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 1: E. J. Condle, 4270 Coleridge St., STerling 1-5929 (W. Va.)
Texas Houston: W. J. Young, 5119 Keystone, MIssion 9-0588 (Okla., Texas)

MINERALLAC ELECTRIC CO., 25 N. Peoria St., Chicago 7, Ill.
District of Columbia, Washington 1: Bradley Co., Inc., 212 "H" St., N.W., REpublic 7-1300 (Del., D.C., Va.)
Georgia, Atlanta 16: W. J. Milner & Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Fla., Ga., S. C., E. Tenn.)
Indiana, Indianapolis 5: William E. Jobes, 3902½ N. College Ave., WAbash 4-2560 (Ky.)
Louisiana, New Orleans 12: Delta Materials, Inc., 400 Tchoupitoulas St., Phone 523-1264 (Ark., La., Miss., W. Tenn.)
Missouri, Kansas City 1: The Schooler-Gorman Co., 1224 W. Ninth St., VIctory 2-0733 (Kans., W. Mo., Okla.)
Missouri, St. Louis 1: R. E. Myres & Son, 504 Louderman Bldg., MAin 1-2743 (E. Mo.)
North Carolina, Charlotte 5: Hammond & Hasbrouck Co., 1109 N. Alexander St., EDison 2-7535 (N. C.)
Texas, Dallas 7: Henry L. Guokas, 155 Continental Ave., RIverside 7-9106 (Texas)
West Virginia, Charleston: Muller, Harper & Assoc., Inc., P. O. Box 4166 (W. Va.)

MINIT MOUNT SALES CO., P. O. Box 528, Neptune Beach, Fla.

MINNEAPOLIS - HONEYWELL REGULATOR CO., 2753 Fourth Ave., S., Minneapolis 8, Minn.
Alabama, Birmingham: Ben Bentley, 2616 7th Ave., S., FAirfax 2-7588 (Ala., Tenn.)
Alabama, Mobile: Mac McDonnell, 1869 Duval St., GReenwood 8-8484 (Ala., Fla., Miss.)
District of Columbia, Washington 16: Calvin T. Curling, 838 N. Union St., EMerson 2-4480 (Md., Va.)
District of Columbia, Washington 16: L. J. Long, 838 N. Union St., EMerson 2-4480 (Md., Va.)
Florida, Jacksonville 11: Charles Vick, 6957 Lillian Rd., RAymond 5-4733 (Fla., Ga.)
Florida, Miami 35: Darrell Canady, 2137 N.W. 7th St., FRanklin 1-1667 (Fla., Ga.)
Florida, Tampa 9: Woody Woodruff, 3903 Grand Central Ave., REdwood 7-5304 (Fla.)
Georgia, Atlanta: B. L. Cates, 1415 Howell Mill Rd., N.W., TRinity 5-9561 (Ga.)
Georgia, Atlanta: Herchel Colle, 1415 Howell Mill Rd., N.W., TRinity 5-9561 (Ga.)
Georgia, Atlanta: Lee Thomas, 1415 Howell Mill Rd., N.W., TRinity 5-9561 (Ga.)
Indiana, Evansville: William C. Becker, 116 N. St. Joseph Ave., HArrison 5-6128 (Ky.)
Indiana, Evansville: Robert Bosworth, 116 N. St. Joseph Ave., HArrison 5-6128 (Ky.)
Kansas, Wichita 16: Warren E. Dyck, P. O. Box 3985, AMherst 7-5304 (Kans.)
Kansas, Wichita 16: Earl E. Mohr, P. O. Box 3985, AMherst 7-5304 (Kans.)
Kentucky, Louisville 8: John E. Protheroe, 2000 South Brook St., MElrose 7-1442 (Ky.)
Louisiana, New Orleans: Jerome Neal, P. O. Box 8038, FAirview 3491 (La., Miss.)
Louisiana, New Orleans: Joseph E. Peters, P. O. Box 8038, FAirview 3491 (La., Miss.)
Louisiana, Shreveport: O. B. Spitler, 1624 Kirby Pl., Phone 7-5391 (La.)
Maryland Baltimore 14: David P. Fleck, 4612 Harford Rd., CLifton 4-9070 (Va., W. Va.)
Maryland, Baltimore 14: Al Hood, 4612 Harford Rd., CLifton 4-9070 (Va., W. Va.)
Maryland, Baltimore 14: Bob G. Otte, 4612 Harford Rd., CLifton 4-9070 (Va., W. Va.)
Missouri, Kansas City 30: Richard L. Adcock, 4650 E. 50 Hwy., WAbash 3-8725 (Kans., Mo.)
Missouri, Kansas City 30: Stephen Donovan, 4650 E. 50 Hwy., WAbash 3-8725 (Kans., Mo.)
Missouri, Kansas City 30: R. E. Kenney, 4650 E. 50 Hwy., WAbash 3-8725 (Kans., Mo.)
Missouri, Kansas City 30: Jack C. Marsh, 4650 E. 50 Hwy., WAbash 3-8725 (Kans., Mo.)
Missouri, Kansas City 30: Bob Presley, 4650 E. 50 Hwy., WAbash 3-8725 (Kans., Mo.)
Missouri, St. Louis: R. H. Beatty, 2146 Hampton Ave., MIssion 7-6100 (Ky., Mo.)
Missouri, St. Louis 10: Kenneth Lee Frasier, 2146 Hampton Ave., MIssion 7-6100 (Ky., Mo.)
Missouri, St. Louis 10: Myron Fry, 2146 Hampton Ave., MIssion 7-6100 (Ky., Mo.)
Missouri, St. Louis 10: Benjamin Speak, 2146 Hampton Ave., MIssion 7-6100 (Ky., Mo.)
North Carolina, Charlotte 9: Walter D. Hampton, 212 Greystone Rd., JAckson 3-6516 (N. C., S. C.)
North Carolina, Greensboro: William D. Miller, 1216 Perry St., BRoadway 5-6469 (N. C.)
Ohio, Cincinnati 37: Charles D. Pollis, 7645 Production Dr., POplar 1-4500 (Ky.)
Ohio, Cincinnati 37: Clarence C. Smitherman, 7645 Production Drive, POplar 1-4500 (Ky.)
Oklahoma, Oklahoma City: John J. Sims, 4501 N. Cooper, JAckson 8-4485 (Okla., Texas)
Oklahoma, Tulsa: John C. Alloway, 2753 4th Ave., S., TEmple 5-8491 (Ark., Okla.)
Oklahoma, Tulsa: Edward S. Ashton, 2753 4th Ave., S., TEmple 5-8491 (Ark., Okla.)
Pennsylvania, Philadelphia 44: Michael Allen, Wayne and Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: Leonard Brown, Wayne and Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: Peter Ciorletti, Wayne and Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: V. L. Evans, Wayne and Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: R. G. Hayes, Wayne and Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: Leslie Little, Wayne & Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: George Ott, Wayne & Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: James Shetsline, Wayne & Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: James Sneddon, Wayne & Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Philadelphia 44: Leon Thompson, Wayne & Windrim Aves., DAvenport 9-8300 (Del.)
Pennsylvania, Pittsburgh 27: George Cochrane, 4120 Brownsville Rd., TUxedo 2-9700 (W. Va.)
Pennsylvania, Pittsburgh 27: H. N. Davis, 4120 Brownsville Rd., TUxedo 2-9700 (W. Va.)
Pennsylvania, Pittsburgh 27: William A. Goelz, 4120 Brownsville Rd., TUxedo 2-9700 (W. Va.)
Pennsylvania, Pittsburgh 27: James J. Kelly, 4120 Brownsville Rd., TUxedo 2-9700 (W. Va.)
Pennsylvania, Pittsburgh 27: William N. Miller, 4120 Brownsville Rd., TUxedo 2-9700 (W. Va.)
Pennsylvania, Pittsburgh 27: William Schossow, 4120 Brownsville Rd., TUxedo 2-9700 (W. Va.)
South Carolina, Columbia: H. "Doug" Stamps, 4478 Fort Jackson Blvd., SUnset 7-6643 (Ga., S. C.)
South Carolina, Greenville: H. "Doug" Stamps, 42 Grand Ave., CEdar 2-2444 (N. C., S. C.)
Tennessee, Chattanooga 11: Ben Bentley, 3223 Brainerd Rd., OXford 8-1831 (Ala., Tenn.)
Tennessee, Chattanooga 11: Lee Stratton, 3223 Brainerd Rd., OXford 8-1831 (Tenn.)
Tennessee, Memphis: Charles Allen, 1530 Madison Ave., BRoadway 6-4465 (Ark., Miss.)
Tennessee, Nashville: Thomas A. Webb, 4012 Hillsboro Rd., CYpress 2-6659 (Tenn.)
Texas, Dallas 6: Laurence J. Baker, 6000 N. Central Expressway, EMerson 8-6401 (Texas)
Texas, Dallas 6: Glen Brown, 6000 N. Central Expressway, EMerson 8-6401 (Texas)
Texas, Dallas 6: Russ Karpenko, 6000 N. Central Expressway, EMerson 8-6401 (Texas)
Texas, Dallas 6: Carl Stromeyer, 6000 N. Central Expressway, EMerson 8-6401 (Texas)
Texas, Fort Worth 10: George V. Holt, 3145 St. Louis St., KEystone 3-8407 (Texas)
Texas, Fort Worth 10: Darrell Peter, 3145 St. Louis St., KEystone 3-8407 (Texas)
Texas, Houston 1: W. R. Banta, P. O. Box 2631, WAlnut 8-2451 (La., Texas)
Texas, Houston 1: Jerome Neal, P. O. Box 2631, WAlnut 8-2451 (La., Texas)
Texas, Houston 1: L. E. Singley, P. O. Box 2631, WAlnut 8-2451 (La., Texas)
Texas, San Antonio 13: Robert T. Fly, 2008 Military Dr., N.W., DIamond 4-2351 (Texas)
Texas, San Antonio 13: C. F. Moehlman, 2008 Military Dr., N.W., DIamond 4-2351 (Texas)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Texas, San Antonio 13: Jerome Neal, 2008 Military Dr., N.W., DIamond 4-2351 (Texas)
Virginia, Norfolk 9: Jack Seipel, 3535C Tidewater Dr., MAdison 2-2356 (N. C., Va.)
Virginia, Richmond 27: Robert Luartes, P. O. Box 6616, 2101 W. Laburnum Ave., ELgin 3-4431 (Va.)
Virginia, Roanoke: Courtland E. Dunn, P. O. Box 4173, DIamond 4-1845 (Va.)
West Virginia, Charleston 1: William H. Shafer, 1416 Kanawha Blvd., E., DIckens 6-0857 (Ky., W. Va.)

MINNEAPOLIS-HONEYWELL REGULATOR CO., Brown Instrument Div., Wayne & Windrim Aves., Philadelphia 44, Pa.
Alabama, Birmingham 5: Minneapolis-Honeywell Regulator Co., 2616 Seventh Ave., S., FAirfax 2-7588 and FAirfax 2-7589 (Ala.)
Alabama, Huntsville: Minneapolis-Honeywell Regulator Co., Holiday Office Center, Suite 17, 3312 Memorial Parkway, S., JEfferson 9-7431 (Ala.)
Alabama, Mobile: Minneapolis-Honeywell Regulator Co., 1869 Duval St., GReenwood 8-8484 (Ala.)
Arkansas, Little Rock: Minneapolis-Honeywell Regulator Co., 608 W. 3rd St., FRanklin 5-5389 (Ark.)
Delaware, Wilmington 5: Minneapolis-Honeywell Regulator Co., 838 N. Union St., OLympia 5-3368 (Del.)
District of Columbia, Washington 16: Minneapolis-Honeywell Regulator Co., 4926 Wisconsin Ave., N.W., EMerson 2-4480 (D.C.)
Florida, Jacksonville 11: Minneapolis-Honeywell Regulator Co., 6957 Lillian Rd., RAymond 5-4733 (Fla.)
Florida, Melbourne: Minneapolis-Honeywell Regulator Co., 222 Bunker St., PArkway 3-6936 (Fla.)
Florida, Miami 35: Minneapolis-Honeywell Regulator Co., 2137 N.W. 7th St., FRanklin 1-1667 (Fla.)
Florida, Tampa 9: Minneapolis-Honeywell Regulator Co., 3903 Grand Central Ave., RE 7-5304 (Fla.)
Georgia, Atlanta 9: Minneapolis-Honeywell Regulator Co., 500 Plasters Ave., N.E., TRinity 5-9561 (Ga.)
Kentucky, Louisville 8: Minneapolis-Honeywell Regulator Co., 2600 S. Brook St., MElrose 7-1442 (Ky.)
Louisiana, Baton Rouge: Minneapolis-Honeywell Regulator Co., 1545 N. Foster Dr., DIckens 8-3206 (La.)
Louisiana, New Orleans 22: Minneapolis-Honeywell Regulator Co., 2369 Prentiss Ave., P. O. Box 8038, Phone 282-3491 (La.)
Louisiana, Shreveport: Minneapolis-Honeywell Regulator Co., 1624 Kirby Pl., PIone 868-5391 (La.)
Maryland, Baltimore 14: Minneapolis-Honeywell Regulator Co., 4612 Harford Rd., CLifton 4-9070 (Md.)
Missouri, Kansas City 30: Minneapolis-Honeywell Regulator Co., 4650 E. U.S. 50 Hwy., WAbash 3-8725 (Mo.)
Missouri, St. Louis 10: Minneapolis-Honeywell Regulator Co., 2146 Hampton Ave., MIssion 7-6100 (Mo.)
North Carolina, Charlotte 9: Minneapolis-Honeywell Regulator Co., 212 Grey Stone Rd., JAckson 3-6516 and JAckson 3-6517 (N. C.)
North Carolina, Greensboro: Minneapolis-Honeywell Regulator Co., 1216 Perry St., P. O. Box 5036, BRoadway 5-6469 (N. C.)
Oklahoma, Oklahoma City 18: Minneapolis-Honeywell Regulator Co., 4501 N. Cooper, JAckson 8-4485 (Okla.)
Oklahoma, Tulsa 5: Minneapolis-Honeywell Regulator Co., 5923 E. 31st St., TEmple 5-8491 (Okla.)
South Carolina, Columbia: Minneapolis-Honeywell Regulator Co., 4478 Fort Jackson Blvd., SUnset 7-6643 (S. C.)
Tennessee, Chattanooga 11: Minneapolis-Honeywell Regulator Co., 3223 Brainerd Rd., OXford 8-1831 (Tenn.)
Tennessee, Knoxville 18: Minneapolis-Honeywell Regulator Co., 4617 Old Central Ave. Pike, MYrtle 1-6471, MYrtle 1-6472 (Tenn.)
Tennessee, Memphis 4: Minneapolis-Honeywell Regulator Co., 1530 Madison Ave., BRoadway 6-4465 (Tenn.)
Tennessee, Nashville 12: Minneapolis-Honeywell Regulator Co., 4012 Hillsboro Rd., CYpress 2-6659 (Tenn.)
Texas, Amarillo 8: Minneapolis-Honeywell Regulator Co., 1601 E. 3rd St., DRake 3-0301 (Texas)
Texas, Beaumont: Minneapolis-Honeywell Regulator Co., 472 N. Freeway, TE 3-2623 (Texas)
Texas, Corpus Christi: Minneapolis-Honeywell Regulator Co., 315 W. Chester Dr., P. O. Box 4085, TUlip 2-2683 (Texas)
Texas, Dallas 6: Minneapolis-Honeywell Regulator Co., 6000 N. Central Expressway, P. O. Box 4776, EMerson 8-6401 (Texas)
Texas, El Paso: Minneapolis-Honeywell Regulator Co., 2006 Grant Ave., KEystone 3-8407 (Texas)
Texas, Fort Worth 10: Minneapolis-Honeywell Regulator Co., 3145 St. Louis St., WAlnut 7-2400 (Texas)
Texas, Houston 1: Minneapolis-Honeywell Regulator Co., 5440 Gulf Freeway, WAlnut 8-2451 (Texas)
Texas, Lubbock: Minneapolis-Honeywell Regulator Co., 1622 Sixth St., POrter 2-5483 (Texas)
Texas, Odessa: Minneapolis-Honeywell Regulator Co., 2521 N. Jackson, FEderal 2-9651 (Texas)
Texas, San Antonio 13: Minneapolis-Honeywell Regulator Co., 2008 Military Dr., N.W., DIamond 4-2351 (Texas)
Virginia, Norfolk 9: Minneapolis-Honeywell Regulator Co., 3535C Tidewater Dr., MAdison 2-2356 (Va.)
Virginia, Richmond 27: Minneapolis-Honeywell Regulator Co., 2101 W. Laburnum Ave., EL 3-4431 (Va.)
Virginia, Roanoke: Minneapolis-Honeywell Regulator Co., Suite 5, 2005 Westover Ave., S.W., P. O. Box 4173, Phone 345-0948 (Va.)
West Virginia, Charleston 1: Minneapolis-Honeywell Regulator Co., 1416 Kanawha Blvd., DIckens 6-0857 (W. Va.)

MINNEAPOLIS-HONEYWELL REG. CO., Micro Switch Div., 11 W. Spring St., Freeport, Ill.
District of Columbia, Washington 16: 4926 Wisconsin Ave., N.W., EMerson 2-9050 (Del., D.C., Md., Va., W. Va.)
Georgia, Atlanta: 1415 Howell Mill Rd., N.W., TRinity 5-7981 (Ala., Fla., Ga., Miss., Tenn.)
Kansas, Wichita: 2801 S. Madison, P. O. Box 305, LYric 1-3431 (Kans., Okla.)
Missouri, St. Louis 10: 2146 Hampton Ave., Mission 7-1116 and Mission 7-1117 (Ark., Kans., Ky., Mo.)
North Carolina, Charlotte 9: 212 Greystone Rd., JAckson 3-3820 (N. C., S. C., Tenn., Va.)
Texas, Dallas 6: 6000 N. Central Expressway, EMerson 1-6227 and EMerson 1-6189 (La., Texas)

MINNESOTA MINING & MFG. CO., Electrical Products Div., 900 Bush Ave., St. Paul 6, Minn.
Georgia, Chamblee: G. S. Miles, 5925 Peachtree Industrial Blvd., Phone 451-1661 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
Missouri, St. Louis 66: D. A. Gilbert, Box 510 (Ark., Kans., La., Miss., Mo., Tenn.)
Ohio, Cincinnati 37: J. J. O'Brien, 4835 Para Dr., ELmhurst 1-2313 (Ky., Tenn., Va., W. Va.)
Ohio, Cleveland 30: R. E. Strawbridge, 12200 Brookpark Rd., CLearwater 2-4300 (W. Va.)
Pennsylvania, Philadelphia 20: E. W. Ball, 5698 Rising Sun Ave., PIlgrim 2-0200 (Del., D.C., Md., Va., W. Va.)
Texas, Dallas 28: R. R. Vehr, 2121 Santa Anna Ave., DAvis 7-7311 (Ala., Ark., Kans., La., Miss., Okla., Texas)

MIROFLECTOR CO., INC., 40 Bayview Ave., Inwood 96, L. I, N. Y.
Florida, Miami Beach: Bert Berend, 1125 Marseille Dr., YUkon 2-4312 (Fla.)
Florida, Tampa 9: Harley A. Clouse, 5006 Dickens St. (Fla.)
Illinois, East St. Louis: Custer & Co., 235 N. 6th St., BR 1-5220 (Mo.)
Louisiana, New Orleans: O. E. Barron, 621 Commercial Pl., JA 2-3101 (La., Miss.)
Maryland, Baltimore 15: Bloom Assoc., 3000 Ridgewood Ave., LI 2-1633 (Del., Md., Va.)
North Carolina, Greensboro: L. W. Roberts Co., 601 N. Elm St., BR 2-5618 (N. C., S. C.)
Oklahoma, Oklahoma City 4: R. C. Ramsey, 1239 W. Main St., CE 5-6818 (Okla.)
Pennsylvania, Pittsburgh 32: Sam J. Beierfield, 5830 Elwood St., AT 1-6050 (W. Va.)
Tennessee, Memphis: Campbell Smith Sales Agency, 3810 Philsdale Ave., VE 2-1136 (Tenn.)
Texas, Dallas 7: Paul A. Crick, 335 Cole St., RI 7-5892 (Texas)
Texas, Houston 27: Norton-Parkerson Co., 3827 Richmond Ave., MO 4-1795 (Texas)
Virginia, Virginia Beach: Robert B. Helfrich, P. O. Box 907, GA 8-3278 (Va.)

MISENER MFG. CO., INC., 202-208 Walton St., Syracuse 2, N. Y.
Alabama, Birmingham 7: Clyde Lanham, 4029 Fairmont Way, N., VIctor 1-8564 (Ala., Fla., Ga., Miss., Tenn.)
Colorado, Denver: F. R. Elsner, 842 S. York St., SPruce 7-5131 (Texas)
Maryland, Baltimore 2: Clarence Lee Walker, Gay & Waters Sts., LExington 9-1084 (D.C., Md.)
Missouri, Kansas City 14: Midwestern Sales Co., 7819 Wornall Rd. (Kans., Mo.)
North Carolina, Charlotte 7: Robert W. Warmbold, 1901 Randolph Rd., FR 5-4924 (N. C., S. C.)
Pennsylvania, Pittsburgh: Troy Russell, 901 Ross Ave., CHurchill 1-5065 (W. Va.)
Texas, Dallas 31: William A. Sander, 7305 Edgerton Dr., EMerson 8-2093 (Kans., La., Okla., Texas)
Virginia, Richmond: Hugh T. Snapp, 600 Horsepen Rd., ATlantic 2-5068 (Va., W. Va.)

MITCHELL-RAND MFG. CORP., Insulation Division, 51 Murray St., New York 7, N. Y.

MODERN HEAT & CABLE CORP., P. O. Box 576, Kingsport, Tenn.

MODERN LIGHT & EQUIPMENT CO., 3812 S. Wabash Ave., Chicago, Ill.

MODERN LIGHT CO., 7809 Maplewood Industrial Ct., St. Louis 17, Mo.

MOLDCAST MANUFACTURING CO., 236 South St., Newark, N. J.
Alabama, Birmingham 13: James R. Fuller, 3821 S. Core Dr., TRemont 1-3046 (Ala.)
Florida, Jacksonville: Robert G. Ford, 1620 E. Adams St., ELgin 3-1197 (N. Fla.)
Florida, South Miami 43: James A. Foerster, 6721 S.W. 68th Ter., MOhawk 1-5488 (S. Fla.)
Florida, Tampa: George N. Jack, P. O. Box 2126, Phone 61-4585 (Fla.)
Georgia, Atlanta 3: Perry G. Sessoms & Assoc., 152 Nassau St., N.W., JA 3-0927 (Ga.)
Louisiana, New Orleans: Associated Manufacturer's Agents, P. O. Box 843, JA 2-6287 (La., Miss.)
Maryland, Takoma Park 12: John Cope, 7311 Maple Ave., EXecutive 3-1163 (Del., D.C., N. Va.)
Missouri, Kansas City 8: L.S. Gershon & Son, 2316 McGee Tfcwy, VIctor 2-3171 (W. Mo.)
Missouri, St. Louis: Francis A. Duenwald, 2652 Bremerton Rd., WOodland 2-8343 (E. Mo.)
North Carolina, Charlotte 9: W. H. Lassiter Sales Co., P. O. Box 11014, FRanklin 5-5031 (N. C., S. Va.)
Oklahoma, Oklahoma City: Floyd Wilson Co., 519 N.W. 9th St, CEntral 2-2417 (Okla.)
Pennsylvania, Pittsburgh 1: Charles R. Norrish Co., 2900 Smallman St., ATlantic 1-8466 (W. Va.)
Tennessee, Nashville: Factory Sales Agency, 509 3rd Ave., S., CHapel 2-5666 (Ark., Tenn.)
Texas, Dallas 6: Spies & Assoc., 5523 Dyer St., EMerson 9-5298 (N. Texas)
Texas, Houston 6: Robert E. Kirby Co., 2703 Kipling (S. Texas)

MOLONEY ELECTRIC CO., 5390 Bircher Blvd., St. Louis 20, Mo.
Alabama, Birmingham 2: Shook & Fletcher Supply Co., 1814 First Ave., FAirfax 2-6722
Alabama, Birmingham 12: Spurgeon-Brown, Inc., 701 S. 37th St., ALpine 1-9179
Florida, St. Petersburg 33: Engineer Sales Co., Inc., 2472 24th Ave., Phone 7-3983, 7-3293 or 7-3927
Georgia, Atlanta 19: The Gearhart Co., The Gearhart Bldg., CEdar 3-4431
Georgia, Atlanta 18: E. A. Thornwell, Inc., 1537 Howell Mill Rd., TRinity 5-7895
Louisiana, Metairie: R. C. Hauk, P. O. Box 9272
Louisiana, New Orleans 15: Betz Engrg. Sales Co., 1719 Toledano St.
Maryland, Silver Spring: Ernest Hover, 1217 Highland Dr., JU 9-0166
Missouri, Springfield: Ivan Boggs and Co., 1010 E. Normal, UN 5-2141

North Carolina, Charlotte 1: J. W. Fraser and Co., 109 W. Griffith St., JAckson 3-2414
Oklahoma, Grove: W. P. Daugherty, P. O. Box 146, SUnset 6-2306
South Carolina, Charleston: Carolina Marine Supply Co., 239 E. Bay St.
South Carolina, Columbia 5: Engineer Sales Co. of Carolina, 715 Woodrow St., ALpine 3-4004
Tennessee, Chattanooga 11: C. W. Ledford, 1325 Phil's Dr., TErminal 2-2530
Tennessee, Knoxville 17: Bowditch & Co., 1311-C Broadway, N.E., Phone 524-2513
Tennessee, Memphis 12: Power Equip. Co., 3050 Broad Ave., FA 4-6628
Texas, Amarillo: Paul Carson 701 Vaughn Bldg., DRake 6-6391
Texas, Beaumont: J. S. Gilfillan Co., 2065 Hanover Cir., TWinbrook 2-2531
Texas, Corpus Christi: Utility Equip. Co., 4533 Baldwin, TUlip 4-1661
Texas, Dallas 35: P. J. Scanlon Co., 2608 Inwood Rd.
Texas, El Paso: Associated Engineers, 511 Hawkins Rd., PR 2-3233
Texas, Houston 1: A. C. Krachy, 4411 Navigation Blvd., CA 5-6661
Virginia, Warwick: United Electric Supply Co., 600 Warwick Rd.
West Virginia, Wheeling: Clayton Engrg. Co., 57 Eighteenth St., CE 3-0960

MONARCH ELECTRIC DIV., El-Tronics, Inc., Box 489, 118 E. First St., Jamestown, N. Y.
Florida, Clearwater: Fay-Shaw & Co., Box 273, Phone 3-7008 (Fla.)
Florida, Jacksonville: Fay-Shaw & Co., 5158 Janice Cir., EVergreen 8-5456 (Fla.)
Florida, Miami 45: Fay-Shaw & Co., P. O. Box 45-127, HI 8-5760 (Fla.)
Georgia, Atlanta: J. A. Lloyd, 375 Whitehall St., S.W., JAckson 4-1977 (Ark., Ga., N. C., S. C.)
Illinois, East St. Louis: Custer & Co., 628 Missouri Ave., BRidge 1-5220 (Mo.)
Pennsylvania, Kingston: William Stone, 388 River St., BUtler 7-3891 (Md.)
Pennsylvania, Pittsburgh 35: Continental Sales & Engrg. Co., 211 Nelbon Ave., CHurchill 1-5660 (W. Va.)
Texas, Dallas: George E. Anderson Co., 1901 Griffin St., RIverside 1-5931 (La., Miss., Okla., Texas)

MONITOR CONTROLLER DIV., Atlee Corp., 99 Grove St., Rockland, Mass.
Georgia, Atlanta 5: B. S. Woodman, P. O. Box 12242, CEdar 3-9761 (Ala., Fla., Ga., Miss., N. C., S. C.)
Louisiana, New Orleans: Glidden Eng. & Equip. Co., P. O. Box 4063, Phone 729-0641 (La., Miss., Texas)
Maryland, Baltimore 18: Durling Electric Co., 301 E. 25th St., HOpkins 7-5560 (D.C., Md., Va., W. Va.)
Missouri, St. Louis 19: James B. Flaherty & Co., P. O. Drawer D, WOodland 2-8200 (Kans., Mo.)
New Jersey, Trenton 8: Kriegner Sales Co., Inc., 1602 Pennington Rd., TUxedo 2-6330 (Del.)
Tennessee, Knoxville: J. Bill Johnson Co., P. O. Box 352, Phone 577-5845 (Ky., Tenn.)
Texas, Houston: Glidden Eng. & Equip. Co., 3802 Winchester St., CApitol 4-6471 (Texas)

MONKEY GRIP SALES CO., 5320 Harry Hines Blvd., P. O. Box 6170, Dallas 22, Texas
Georgia, Covington: Frank H. Williams Co., P. O. Box 666, Phone 3266 (Ala., Fla., Ga., Miss., N. C., S. C., Va.)
Kansas, Prairie Village: C. M. Buettner Co., 2700 W. 63rd St. (Kans., Mo.)
Kentucky, Bowling Green: J. Paul Saunders Co., P. O. Box 327 (Ky., Tenn.)
Pennsylvania, Jenkintown: Kendall Sales Co., 201 Leedom St., TUrner 7-3006 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 36: Fred J. Lockwood, 111 Delano Dr. (W. Va.)
Texas, Dallas 5: Frank J. Brogan Co., P. O. Box 4803, LAkeside 8-6572 (Ark., La., Okla., Texas)

MONSANTO CHEMICAL CO., Lindbergh & Olive St. Rd., St. Louis, Mo.

MORGANITE, INC., 3302-3320 48th Ave., Long Island City 1, N. Y.
Florida, Jacksonville 11: J. C. Dryden, 961 Carlotta Dr., W., Alderman Park, RAymond 4-1571 (Ala., Fla., Ga., Ky., Miss., N. C., S. C., Tenn., Va., W. Va.)
Missouri, St. Louis 17: A. C. Spitzfaden, 9332 W. Pine, WOodland 2-3114 (Ala., Ark., Kans., Ky., La., Mo., Okla., Tenn., Texas)
New Jersey, Haddonfield: J. W. Beaver, 302 W. Park Blvd., ULysses 4-5408 (Del., D.C., Md.)

MORLITE EQUIPMENT CO., 130 Mechanic St., Girard, Pa.
Arkansas, Little Rock: James Venable, 1517 Gaines St., FR 4-8825 (Ark.)
Florida, Jacksonville 11: O. Ray Wood, 2734 Columbine St., RAymond 5-0461 (Fla.)
Florida, Tampa 9: James Brinkman, 2712 Morrison Ave., Phone 87-7541 (Fla.)
Kentucky, Louisville 14: K. E. Jockell, 910 Southview Rd., EMerson 6-4080 (Ky.)
Louisiana, New Orleans 12: William D. Faust, Rm. 602, 833 Howard Ave., JAckson 2-5791 (La., Miss.)
North Carolina, Charlotte 7: James B. Proctor, 418 Merwick Cir., Phone 366-5277 (N. C.)
Oklahoma, Oklahoma City: Perkins Brothers Sales, 1411 Classen Blvd., JAckson 4-7535 (Okla.)
South Carolina, Columbia: George W. Greene, 2246 Sumter St., ALpine 2-3072 (S. C.)
Tennessee, Nashville: Factory Sales Agency, 714 Allison St., CH 2-2764 (Tenn.)
Texas, Dallas 7: Paul A. Crick, 335 Cole St., FLeetwood 2-4341 (Texas)
Virginia, Virginia Beach: Robert B. Helfrich, 208 Cardinal Rd., GArden 8-3278 (Va.)

MORRISON STEEL PRODUCTS, INC., 601 Amherst St., P. O. Box 3003, Buffalo 7, N. Y.

MORRISON-PELSUE CO., 2001 S. Bannock, Denver 23, Colo.

MORYSVILLE BODY WORKS, INC., 813 S. Reading Ave., Boyertown, Pa.
Alabama, Birmingham: Altec, Inc., 1730 Vanderbilt Rd., ALpine 2-0241 (Ala., Fla., Ga., Ky., La., Miss., Tenn.)
Florida, Lakeland: Lakeland Truck Equip., Inc., E. Main St. & Burbank Ave., MUtual 2-5166 (Fla.)
Maryland, Baltimore 2: Peters Auto Body & Spring Works, East & Ensor Sts., MUlberry 5-0606 (D.C., Md.)
Maryland, Hagerstown: Antietam Equipment Corp., P. O. Box 91, RE 9-9450 (Md.)
North Carolina, Wilson: Murphy Body Distributors, Inc., 605 Pender St., Phone 237-1297 (N. C., S. C., Va.)
Oklahoma, Oklahoma City 18: Utility Equipment Co., Inc., 5305 North Santa Fe, JAckson 4-4426 (Ark., Kans., La., Mo., Okla., Texas)

MOSLEY ELECTRONICS, INC., 4610 N. Lindbergh Blvd., Bridgeton, Mo.
Illinois, Belleville: H. W. Knaggs Co., 7503 Melba La., EX 7-2398 (Mo.)
Indiana, Indianapolis 19: R. O. Whitesell & Assoc., 6620 E. Washington St., FL 9-5374 (Ky.)
Indiana, Fort Wayne: M. E. Tyson Co., 418 E. Berry St., EAstbrook 7633 (Ky.)
Missouri, Kansas City 11: Arthur K. Elliott, 211 Westport Rd., LOgan 1-9594 (Kans., Mo.)
Missouri, Kansas City 6: A. R. Thibau Co., 505 Mfgrs. Exch. Bldg., 210 W. 8th St., VI 2-7057 (Kans., Mo.)
Ohio, Worthington: Weller-Rahe, 698 N. High St., TU 5-7819 (Ky., Md., W. Va.)
Pennsylvania, Holland: Eugene L. Park, Jr., Beverly and Patricia Rd., ELmwood 7-7805 (Del., D.C., Va.)
Tennessee, Memphis: Cartwright & Bean, Box 5801, 560 S. Cooper, BRoadway 6-4442 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Texas, Houston 17: Spivey-Cole Co., P. O. Box 12321, 7574 Wilmerdean, MI 9-1221 (Ark., La., Okla., Texas)

MOTORCRAFT, Mulberry & 24th Sts., Muncie, Ind.

MOTOROLA COMMUNICATIONS & ELECTRONICS, INC., 4501 W. Augusta Blvd., Chicago 51, Ill.
Florida, Fort Lauderdale: Roger W. Mulford, Sunrise Sta., P. O. Box 4216, LOgan 4-9673 (Fla.)
Georgia, Atlanta 9: Lavance Carson, 1958-B Monroe Dr., N.E., TRinity 5-8714 (Ala., Ga., E. Tenn.)
Louisiana, Baton Rouge: J. M. Harvey, 4631 North Blvd., DIckens 2-3011 or 8-3294 (La., S. Miss.)
Maryland, Glen Burnie 6: Warren Bornhoeft, 313 Crain Hwy., S.E., SOuthfield 1-4900 (Md., Va., W. Va.)
North Carolina, Charlotte 3: John Blanton, Dilworth Post Office Bldg., 203 East Blvd., EDison 3-1181 (N. C., S. C.)
Tennessee, Memphis 11: Ira Walker, 3294 Poplar Ave., Rm. 115, FAirfax 4-6012 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 35: Don Livingston, 7138 Envoy Ct., FLeetwood 7-3923 (Okla., N. Texas)
Texas, Houston 27: Douglas F. Ball, Suite 201, 3203 Mercer St., JAckson 6-2301 (S. Texas)

MUELLER ELECTRIC CO., 1583 E. 31st St., Cleveland 14, Ohio
Missouri, Kansas City 8: F. C. Somers & Co., 17th & Main Sts., GRand 1-1355 (Kans., Mo.)
New York, Great Neck: Ben Joseph Assoc., 43 S. Middleneck Rd., HUnter 7-9395 (Del., D.C., Md.)
North Carolina, Charlotte: Cartwright & Bean, 625 Harwyn Dr., FRanklin 6-8648 (N. C., S. C., Tenn., Va.)
Tennessee, Memphis 4: Cartwright & Bean, 560 S. Cooper St., BRoadway 5-1914 (Ala., Fla., Ga., Miss.)
Texas, Waco: Sanders-Willis Co., 500 Professional Bldg., PLaza 4-0441 (Ark., La., Okla., Texas)

MULBERRY METAL PRODUCTS, INC., Box 443, Union, N. J.

MULTI ELECTRIC MFG., INC., 4223-43 W. Lake St., Chicago 24, Ill.
Florida, Fort Lauderdale: William T. Evans & Assoc., P. O. Box 8532, LU 3-2878 (Fla.)
Louisiana, New Orleans: Duke-Philibert Co., 10004 Judy Dr., KEnner 214-5018 (La.)
Maryland, College Park: Richard D. Murdoch, 7300 Baylor Ave., GR 4-5790 (Md.)
Missouri, Kansas City: The Gaines Co., 435 Westport Rd., WE 1-5734 (Mo.)
Missouri, St. Louis: R. J. Welch Co., 3903 Olive St., JE 5-1318 (Mo.)
North Carolina, Greensboro: Paul Sherrill, 808 Raleigh St., BR 3-6163 (N. C., S. C., Va.)
Tennessee, Memphis: Ross D. Thomas, 730 M & M Bldg., 198 S. Main St., JA 7-2492 (Tenn.)
Texas, Dallas: Close-Cook Assoc., P. O. Box 9837, EM 3-2311 (Texas)

MULT-A-FRAME CORP., 6401 Epworth Blvd., Detroit 7, Mich.

MULTI-AMP ELECTRONIC CORP., Multi-Amp Div., 61 Myrtle St., Cranford, N. J.
Arkansas, Pine Bluff: Williamson Sales Co., Box 3, JEfferson 4-2530 (Ark.)
Florida, Clearwater: David & Park Co., P. O. Box 1002, Phone 42-4488 (Fla.)
Florida, Miami: David & Park Co., Kendall 56, CE 5-0555 (Fla.)
Louisiana, New Orleans: Williamson Sales Co., 519 S. Peters St. (La.)
Louisiana, Shreveport 90: Williamson Sales Co., Box 1687, Phone 424-6638 (La.)
Maryland, Baltimore 15: Specialty Electrical Sales Co., 4119 Hayward (D.C., Md., Va.)
Mississippi, Jackson: Williamson Sales Co., Box 4686, Fondren Sta., EMerson 2-1142 (Miss.)
North Carolina, Charlotte 7: David & Park Co., 2927 Hampton Ave., EMerson 6-4171 (N. C.)
Oklahoma, Oklahoma City 2: C. B. Anderson Electric Co., P. O. Box 761 (Okla.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St., TEmple 6-4661 (Okla.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Tennessee, Memphis 11: Williamson Sales Co., 3553 Walnut Grove Rd., GLendale 2-2004 (Tenn.)
Texas, Amarillo: C. B. Anderson Electric Co., P. O. Box 1836, DRake 6-6443 (Texas)
Texas, Beaumont: Williamson Sales Co., P. O. Box 3164, TErminal 2-1965 (Texas)
Texas, Corpus Christi: Williamson Sales Co., P. O. Box 52, ULysses 3-6054 (Texas)
Texas, Dallas 7: Williamson Sales Co., 340 Cole St. at Slocum, RIverside 1-5831 (Texas)
Texas, Houston 20: Williamson Sales Co., 5541 Amour Dr. (Texas)
Texas, San Antonio: Williamson Sales Co., P. O. Box 1324, TAylor 6-6683 (Texas)

MURDOCK CORP., 158 Carter St., Chelsea 50, Mass.

D. A. MURRAY CO., INC., 632 N. Mill St., P. O. Box 177, Tipton, Ind.
Alabama, Mobile: Roy W. Hartman, 31 W. Chadwick Dr. (Ala., Fla., Ga., Miss.)
Florida, Miami 33: Milton Cadden, P. O. Box 33-541, HI 4-5622 (Fla.)
Missouri, Kansas City 31: A. P. Rosenstock, Jr., 401 E. 72nd Ter., JA 3-7939 (Kans., Mo., Okla.)
North Carolina, Charlotte 7: Bennett Rose Co., 1623 Scotland Ave. (N. C., S. C., Va., W. Va.)
Tennessee, Memphis 6: L. E. Offut Co., P. O. Box 8063, BR 4-2035 (Ark., Tenn.)
Texas, Dallas 9: Jerry Berk, 5423 Druid La. (Texas)
Texas, Houston 17: Henry Stein, 7011 Sloan St. (La., Texas)

D. J. MURRAY MFG. CO., 1002-24 Third St., Wausau, Wis.

MURRAY MFG. CORP., 1250 Atlantic Ave., Brooklyn 16, N. Y. (See advertisement on page 10)
Florida, Tampa: John R. Collins, 1708 North "A" St., Phone 84-6941 (Fla.)
Georgia, Atlanta: Griffin & Griffin, 1185 Howell Mill Rd., TRinity 5-7736 (Ala., Ga.)
Kentucky, Louisville: Arthur L. Ehlers, 703 Fetter Ave., TWinbrook 3-5847 (Ky.)
Louisiana, New Orleans: Chester Lloyd Co., 1031 Magazine St., JAckson 5-5226 (Ark., La., Miss.)
Maryland, Baltimore 29: William Glover, 5438 Masefield Rd., RIdgeway 4-5143 (Md.)
Maryland, Kensington: Arthur Murray, 10207 Greenfield St., WHitehall 6-2464 (D.C.)
North Carolina, Charlotte: A. F. Hilton, 4443 Plaza Rd., FRanklin 7-6153 (N. C., S. C., Va.)
Tennessee, Nashville: John Townes, 710 6th Ave., S., P. O. Box 164, ALpine 5-0656 (Tenn.)
Texas, Dallas: Peabody Brothers, 2903 St. Louis St., RIverside 7-4801 (Okla., Texas)
Virginia, Richmond: Lewis J. Crews, 1725 Arlington Rd., ELgin 3-2273 (N. C., S. C., Va.)
West Virginia, Ripley: C. B. Childers, 405 Cedarcrest Dr., ESsex 2-6773 (W. Va.)

MUSCATINE LIGHTING MFG. CO., INC., Muscatine, Iowa
Alabama, Birmingham: E. G. Winfree, Jr., 3205 2nd Ave., S., FAirfax 2-9052 (Ala.)
Missouri, Clayton: J. A. Noser, 405 Carrswold Dr. (Mo.)
North Carolina, Charlotte: R. Marion Pickard, P. O. Box 2523, FRanklin 5-7426 (N. C., S. C.)
Pennsylvania, Philadelphia 47: R. L. Cunningham Electric Co., 843 S. Front St., DEwey 4-6800 (Del.)
Pennsylvania, Pittsburgh 21: Lew Detch, 2133 Chalfont St., CHurchill 1-5034 (W. Va.)
Tennessee, Knoxville: J. Bill Johnson, P. O. Box 352, Phone 577-5845 (Ky., Tenn.)
Texas, Houston 27: Bell & Bell Co., 3815 Richmond Ave., MO 7-9644 (La., Texas)
Virginia, Charlottesville: R. A. "Bob" Broan, P. O. Box 1264, Phone 2-5594 (Va.)

F. E. MYERS & BROS. CO., 249 Orange St., Ashland, Ohio

MYERS ELECTRIC PRODUCTS, INC., 3019 S. Vail Ave., Los Angeles 22, Calif. (See advertisement on page 220)
Alabama, Birmingham 9: W. J. Broughton Co., 303 Hampton Dr., TRemont 1-3291 (Ala.)
Arkansas, West Memphis: Malcolm M. Kueneman, 1113 Spears St., REgent 5-3017 (Ark., N. Miss., W. Tenn.)
Florida, Fort Lauderdale: Southeast Engineering Services, 207 E. Broward Blvd., JAckson 4-7172 (Fla.)
Florida, Jacksonville 7: Southeast Engineering Services, 3668 Old St. Augustine Rd., FLanders 9-2148 (Fla.)
Louisiana, Baton Rouge: Duke-Phillbert & Co., 10335 S. River Oakes Dr., WAlnut 4-3945 (La., S. Miss.)
Louisiana, New Orleans 23: Duke-Phillbert & Co., 10004 Judy Dr., KEnner (21) 4-5018 (La., S. Miss.)
Maryland, Baltimore 18: Electrical Sales Co., 2437 N. Charles St., BElmont 5-5551 (D.C., Md.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans., W. Mo.)
Missouri, St. Louis 21: Gene Hagen & Co., 7378 Overbrook Dr., EVergreen 2-6359 (E. Mo.)
North Carolina, Charlotte 1: Paul Lumpkin Co., 212 Builders Bldg., FR 6-8428 (N. C., S. C., Va.)
Ohio, Cincinnati 2: Stout Electrical Sales Co., 338 W. Fourth St., DUnbar 2744 (Ky., Western W. Va.)
Oklahoma, Tulsa: The Hodges Co., 4407 S. Peoria, WE 9-0894 (Okla.)
Pennsylvania, Jenkintown: Peter Jacobson, 737 Suffolk Rd., SAratoga 7-4300 (Del.)
Texas, Dallas 7: The Hodges Co., 1336 Crampton, RI 7-0051 (N. Texas)
Texas, Houston 27: Norton-Parkerson Co., 3827 Richmond Ave. (S. Texas)
Virginia, Princess Anne: Paul Lumpkin Co., 213 Olive Rd., KImball 5-2336 (Va.)

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N L CORP., 14901 Broadway, Cleveland 37, Ohio
Arkansas, Little Rock: N. B. Nichols Co., 2509 Bishop, FR 4-6797 (Ark.)
Florida, Fort Lauderdale: Thomas A. Marshall & Assoc., 678 Middle River Dr., LOgan 6-5723 (Fla.)
Florida, Madeira Beach 8: Richard Y. Fernandez, 590 Normandy Rd., WA 1-7050 (Fla.)
Georgia, Atlanta: Perry G. Sessoms, Jr., 152 Nassau St., N.W., JA 4-7517 (Ga.)
Kentucky, Louisville 15: William H. Lawson, 1113 Lehigh, EM 3-0203 (Ky.)
Louisiana, New Orleans 12: William D. Faust, 833 Howard Ave., Rm. 602, JA 2-5791 (La., Miss.)
Maryland, Baltimore 15: Bloom Assoc., 3000 Ridgewood Ave., LI 2-1633 (Del., D.C., Md., Va.)
Missouri, Kansas City 41: Jay Johnston, Illumination Sales Co., P. O. Box 1321, JE 1-9385 (Kans., Mo.)
Missouri, St. Louis 23: Chuck Koerner, 6932 Ravenscroft (Mo.)
North Carolina, Charlotte 6: B. B. Owens & Assoc., 301 W. 10th St., Apt. 1, EDison 2-6442 (N. C., S. C., Va.)
Ohio, Cleveland 37: William N. Meltzer, 14901 Broadway, Phone 662-2080 (W. Va.)
Oklahoma, Oklahoma City: Perkins Brothers Sales Co., 1411 Classen Blvd., JA 4-7535 (Okla.)
Pennsylvania, Philadelphia 3: Paul F. Kyack, Inc., 269 S. Van Pelt, LOcust 8-7450 (Del.)
Tennessee, Nashville: Factory Sales Agency, 509 3rd Ave., S., CH 2-5666 (Tenn.)
Texas, Dallas 14: Close-Cook Assoc., P. O. Box 9837, DI 8-6241 (Texas)

NARRAGANSETT WIRE CO., 1125 Main St., Pawtucket, R. I.
Florida, Miami 56: Bruce W. Stiles, P. O. Box 798, Kendall Branch, MOhawk 5-7195 (Fla.)
Georgia, Atlanta 14: D. G. Muir, 531 Western Ave., N.W., MUrray 8-8853 (Ala., Ga., Miss., Tenn.)
North Carolina, Charlotte: Hammond & Hasbrouck, 1109 N. Alexander St., EDison 2-7535 (N. C., S. C.)
Virginia, Richmond 30: William E. Sullivan, Suite S-116, The Mall, Willow Lawn, ATlantic 2-4291 and ATlantic 2-4292 (Va.)

NATIONAL ACME CO., Electrical Controls Div., 170 E. 131st St., Cleveland 8, Ohio
Alabama, Birmingham 9: David B. McLay, P. O. Box 5983, Homewood Branch, TR 9-0483 and TR 9-8764 (Ala.)
Florida, St. Petersburg 5: A. L. Pritchard, 782 64th Ave., S., ORange 1-7722 (Fla.)
Georgia, Atlanta 8: Scott Machine Tool Co., 411 Williams Ave., N.W., JAckson 5-8311 (Ga., Tenn.)
Louisiana, New Orleans 12: Arthur Wachter, 609 Tchoupitoulas St., JA 5-1744 (La., Miss.)
Missouri, Kirkwood 22: E. A. Winslow, 206 N. Clay Ave., YOrktown 5-5880 (Ark., Kans., Ky., Mo., Tenn.)
North Carolina, Greensboro: Jeffreys Engineering & Equip. Co., 1023 Guilford Bldg. (N. C., S. C.)
Ohio, Cincinnati 27: Tom Anderson, 6914 Miami Rd., BRamble 1-1530 (Ky.)
Ohio, Cleveland Heights 6: R. R. Root, 2260 Harcourt Dr., GArfield 1-0932 (W. Va.)
Pennsylvania, York: Harry Graybill, 267 Edgehill Rd., Phone 3-2002 (Del., D.C., Md., Va.)
Texas, Dallas 35: Marvin Johnson, 6211 Denton Dr., FLeetwood 2-3143 (La., Okla., Texas)

NATIONAL ALUMINATE CORP., 6263 W. 66th Place, Chicago 38, Ill.

NATIONAL ELECTRIC DIV., H. K. Porter Co., Inc., Porter Bldg., Pittsburgh 19, Pa.
Alabama, Birmingham 3: C. T. Foley, 205 American Life Bldg., ALpine 1-7021 (Ala., Fla.)
District of Columbia, Washington 5: R. O. Burke, Rm. 635, Investment Bldg., 15th & "K" Sts., N.W., NAtional 8-3916 (Del., D. C.)
Florida, Miami 38: J. M. Sharp, 801 N.W. 79th St., Rm. 203, PLaza 7-8361 (Fla.)
Georgia, Atlanta 19: Elgin Price, 1238 Fernwood Circle, N.E., CEdar 7-0336 (Ga., Tenn.)
Louisiana, Mandeville: J. M. LeDoux, P. O. Box 827, MAin 6-3512 (Ark., La., Miss.)
Maryland, Baltimore 12: D. J. Anderson, 441 E. Belvedere Ave., IDlewood 3-1838 (Del., Md.)
Missouri, Kansas City 13: W. J. Hill, 6225 Brookside Blvd., EMerson 1-8070 (Kans., Mo.)
Missouri, St. Louis 5: B. M. Kinney, Rm. 108, 8230 Forsythe Blvd., PArkview 6-1070 (Ark., Miss., Mo., Tenn.)
North Carolina, Charlotte 1: I. C. Turner, 108 Robinson Bldg., 121 E. 3rd St., Phone 377-3375 (N. C., S. C.)
Ohio, Cincinnati 2: H. E. Colliver, 2534 Victory Parkway, UNiversity 1-7225 (Ky., Tenn.)
Pennsylvania, Pittsburgh 19: P. J. Cody, Porter Bldg., EXpress 1-1800 (W. Va.)
Texas, Dallas 25: J. W. Flood, Office 9, Russell Bldg., EMerson 8-7385 (Okla., Texas)
Texas, Houston 27: J. D. Williams, 3810 Westheimer, Rm. 404, MAdison 3-3642 (Texas)
Virginia, Richmond 30: W. B. Trainer, Jr., 3122 W. Clay St., ELgin 3-6758 (N. C., Va., W. Va.)

NATIONAL ENGINEERING & MFG. CO., 217 E. 16th St., Sedalia, Mo.

NATIONAL HOOD CORP., Industrial Park, Box 293, Ocala, Fla.
Florida, Ocala: David L. Young, 316 Clay St., Phone 629-1194 (Ala., Fla., Ga., La., Miss.)
Georgia, Albany: Harold Snelling, Custom Kitchens, 716 N. Monroe St., HEmlock 6-5728 (Ga.)
Kansas, Shawnee Mission: Richard A. Stock, Stock-Hartis, 8728 Fairway, GLadstone 2-1855 (Kans., Mo.)
New Jersey, Newark 4: Lonnie Tinlow & Co., 210 Sylvan Ave. (Phone New York, WOrth 2-7995) (Del., D.C., Md.)
Virginia, Richmond 26: James A. Henderson, Henderson Sales, P. O. Box 8315, AT 2-3230 (N. C., S. C., Va., W. Va.)

NATIONAL PRICE SERVICE, 13601 Euclid Ave., Cleveland 12, Ohio
(Request inquiries sent to address given)

NATIONAL STOVE CO., 163 Ave. "A", Bayonne, N. J.

NATIONAL SUPPLY DIV., Armco Steel Corp., 2 Gateway Center, Pittsburgh 30, Pa.
Georgia, Atlanta 3: Edgar E. Dawes & Co., 405 Rhodes Bldg. (Ga.)
Louisiana, New Orleans 10: Stephen M. Redman, P. O. Box 1325 (La.)
Missouri, Kansas City 11: Parkins & Bretz Co., 500 V.F.W. Bldg., Broadway at 34th St. (Mo.)
Missouri, St. Louis 5: Ray B. Evers, 10 S. Brentwood Blvd. (Mo.)
Texas, Dallas 6: Gavin Sales Co., 5622 Dyer St., Grace Bldg. (Texas)
Virginia, Richmond 20: Robert W. Fishburne, 1725 Arlington Rd. (Va.)

NATIONAL TOOL & MFG. CO., 100-124 N. 12th St., Kenilworth, N. J.
Colorado, Boulder: L. P. Fahey Co., 2805 Cordry Dr., Hillcrest 2-2653 (Texas)
Florida, Miami 42: Deco Sales Assoc., 3615 N.W. 47th St., NEwton 5-1308 (Fla.)
Georgia, Atlanta: Hayes & Noe, 1920 Buford Highway, TRinity 3-1613 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Oklahoma, Tulsa: Peabody Bros., 2438 E. 21st St., RIverside 2-1704 (Ark., La., Okla., Texas)
Pennsylvania, Philadelphia 6: David D. Bielman, 139 N. 4th St., WAlnut 5-2316 (D.C., Md., Va.)
Texas, Dallas: Peabody Bros., 2903 St. Louis St., RIverside 7-4801 (Ark., La., Okla., Texas)
Texas, Houston: Peabody Bros., 1803 Dallas Ave., FAirfax 3-8385 (Ark., La., Okla., Texas)

NATVAR CORP., 211 Randolph Ave., Woodbridge, N. J.
Florida, Miami Beach: Jack Geartner Co., 235 Lincoln Rd., JEfferson 1-0200 (Fla.)
Florida, Orlando: Jack Geartner Co., 3524 Devonswood Dr., GArden 4-3926 (Fla.)
Missouri, St. Louis 27: J. F. Shekelton, 11726 Sappington Barracks Rd., VI 3-0203 (Mo.)
North Carolina, Greensboro: Manufacturers Sales Co., 509 Cornwallis Dr., P. O. Box 147, BR 4-1401 (Ala., Ga., N. C., S. C., E. Tenn., Va., W. Va.)
Pennsylvania, Philadephia 18: I. R. Blair, 18 Hilltop Rd., Chestnut Hill 7-1575 (Del., D.C., Md.)
Texas, Fort Worth: Engrg. Assoc., Inc., 2912 Stanley, P. O. Box 886, WA 3-7386 (Ark., La., Okla., Texas)

NEHRING ELECTRICAL WORKS, Dekalb, Ill.

NELSON ELECTRIC MFG. CO., 4041 S. Sheridan Rd., P. O. Box 5385, Tulsa 9, Okla.
Alabama, Birmingham 13: J. B. Burtchaell, 2720 Wynward Rd., TRemont 9-1741 (Ala.)
District of Columbia, Washington 5: William D. Johnson, 333 Bond Bldg., REpublic 7-1444 (D.C.)
Florida, Fort Lauderdale: William Wargo, 2608 N.E. 35th St., LOgan 6-9776 (Fla.)
Florida, Jacksonville 7: Southeastern Engrg. Services, 3668 Old St. Augustine Rd., P. O. Box 10143, FL 9-5662 (Fla.)
Louisiana, Baton Rouge 1: Jack L. Gates Agency, P. O. Box 178, DIckens 2-1980 (La., Miss.)
Missouri, Kansas City 6: Lynn Elliott Co., 832 Law Bldg., VIctor 2-4197 (Kans., Mo.)
Missouri, St. Louis 9: Peterfish-Kemp Engrg. Co., 6414-A Hampton Blvd., FLanders 2-2515 (Mo.)
New Jersey, Ridgewood: Ballou, Inc., 51 N. Broad St., GIlbert 4-6990 or GIlbert 4-6991 (Del.)
Ohio, Cincinnati: H. H. Homan & Assoc., 6914 Miami Rd., BR 1-5502 (Ky.)
Oklahoma, Oklahoma City: Nelson Electric Manufacturing Co., 928 N.W. 18th St., CEntral 2-0403 (Okla.)
Oklahoma, Tulsa 9: Nelson Electric Manufacturing Co., P. O. Box 5385, NAtional 7-5530 (Okla.)
South Carolina, Charleston: Titus L. Bissell Co., P. O. Box 776, RAymond 3-0498 (N. C., S. C., W. Va.)
Tennessee, Nashville: John S. Baron, P. O. Box 1271, AL 4-1948 (Ky., Tenn.)
Texas, Dallas: Lynn Elliott Co., 408 Fidelity Union Life Bldg., 1511 Bryant St., RIverside 8-7788 (Texas)
Texas, Houston 2: Lynn Elliott Co., 371 M & M Bldg., CApital 4-9715 (Texas)

NELSON SPECIALTY WELDING EQUIPMENT CORP., 440 Peralta Ave., San Leandro, Calif.

NEMCO ELECTRIC CO., 210 2nd Ave., Seattle 4, Wash.
Louisiana, New Orleans 12: Charles E. Corrigan, Jr., 323 N. Diamond
Missouri, Kansas City 30: C. L. Arehart Co., 5316 Garfield (Kans., Mo.)
Missouri, St. Louis 10: Gus A. Bremer, 4408 Manchester Ave. (Mo.)

NEO-RAY PRODUCTS, INC., 315 E. 22nd St., New York 10, N. Y.

NEW ENGLAND CARBIDE TOOL CO., INC., 55 Commercial St., Medford 55, Mass.
Georgia, Atlanta 6: New England Carbide Tool Co., Inc. (Warehouse), 780 Ponce de Leon Pl., N.E., TRinity 5-8676
Georgia, Atlanta 9: Ashton Therrel, 2045 Colfview Dr., N.W., TRinity 2-2379 (Ala., Fla., Ga.)
Kentucky, Cold Spring: L. E. "Lou" Fries, 249 Murnan Rd., Highlands 1-3752 (Ky., Southern W. Va.)
Missouri, Kirkwood 22: W. D. Keniston, Jr., 110 W. Jewel Ave., YOrktown 5-1250 (Kans., Mo.)
Ohio, Avon Lake: A. J. Birge, P. O. Box 3, 32325 Lake Rd., WEbster 3-3807 (Northern W. Va.)
Pennsylvania, Berwyn: Ben L. Berry, 378 Margo La., NIagara 4-5060 (Del., D.C., Md.)
South Carolina, Columbia: W. L. Shipley, P. O. Box 455, SUnset 7-1449 (S. C.)
Tennessee, Knoxville: Philip B. Vest, P. O. Box 10104, Phone 588-0456 (Ky., N. C., Tenn., Va.)
Texas, Dallas 26: Parts Warehouse, 2715-17 Main St., RI 7-7347

NEW JERSEY WOOD FINISHING CO., Amboy Ave., Woodbridge, N. J.

NEW YORK FLUORESCENT MFG. CO., 162 Bowery St., New York 12, N. Y.

NEWARK ELECTRIC FIXTURE CO., 288 S. 19th St., Newark 3, N. J.

NEWLON MFG. CO., 1402 W. Commerce St., P. O. Box 6003, Dallas, Texas
Texas, Dallas: Sam W. Folsom Co., 411 N. Bishop St., WH 8-9560 (Ark., Okla., Texas)
Texas, Dallas: R. W. High, 1129 S. Cockrell Hill, FE 7-5655 (Texas)
Texas, Dallas: R. J. Newlon, 931 Terminal St., RI 8-1658 or RI 8-1659 (Texas)

NIAGARA TRANSFORMER CORP., 1747 Dale Rd., P. O. Box 23, Buffalo 25, N. Y.
Alabama, Gadsden: Ray W. Williamson & Assoc., P. O. Box 28, LIberty 6-9340 (Ala., Miss., Tenn.)
Alabama, Mobile: Earl F. Smith, 2229 Riverside Dr., GReenwood 9-1544 (Ala., Fla., Miss.)
Illinois, Rock Island: H. J. Thompson Sales Co., 1856 42nd St., Phone 6-5219 (Mo.)
Maryland, Baltimore 29: Murray C. Nelson, 500 Kingston Rd., WIlkens 5-8466 (D.C., Md., W. Va.)
New Jersey, Camden 2: Adley Corp., 210 N. Sixth St., WOodlawn 4-9533 (Del.)
Ohio, Cincinnati 39: E. J. Redmond & Assoc., P. O. Box 51, 3537 Epley La., JAckson 1-8098 (Ky.)
South Carolina, Charleston: Neil J. McDaid, 35 Hayne St., RA 3-4561 (Ga., N. C., S. C.)
Texas, Dallas 20: Kemp Engineering Co., 2618 Manana Dr., P. O. Box 13251, FLeetwood 7-663 (La., Okla., Texas)
Virginia, Richmond 19: George E. Schraudt, Jr., 202 E. Cary St., MIlton 8-0520 (Va.)

NIKOH TUBE CO., Div. of International Rolling Mill Products, 5000 S. Whipple St., Chicago 32, Ill.
Florida, Miami Shores: Whitfield Agencies, Inc., 10643 N.E. 11th Ave., PLaza 9-9998 (Fla.)
Georgia, Atlanta 18: Griffin and Griffin Co., 1185-9 Howell Mill Rd., N.W., TRinity 5-7736 (Ala., Ga.)
Louisiana, Metairie: George E. Anderson Co., 1319 Veterans Memorial Hwy., VE 1-3173 (La., Miss.)
Minnesota, St. Paul: Richard Esterle, 872 Curfew St., GLendale 4-0121 (Ky.)
Missouri, St. Louis 22: Donald P. Beattie, 17 Wildwood La., YOrktown 5-2473 (Kans., Mo.)
North Carolina, Greensboro: Paul Sherrill, P. O. Box 38, BRoadway 3-6163 (N. C., S. C., Va.)
Tennessee, Knoxville 10: Mathews Agency, 601 Fifth Ave., CHapel 2-7711 (Tenn.)
Tennessee, Memphis 8: George E. Anderson Co., 1526 N. Merton, GL 8-1996 (Ark., Tenn.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RIverside 1-5931 (Texas)

NORDBERG MFG. CO., 3073 S. Chase Ave., Milwaukee 1, Wis.
District of Columbia, Washington 6: R. M. Austin, 910 17th St., N.W. 609 Barr Bldg., NAtional 8-2343 and NAtional 8-2344 (Del., D.C., Md., Va.)
Florida, Tampa 1: Mark J. Anderson & Co., P. O. Box 803, TAmpa 61-5112 and RE 7-3426 (Fla.)
Georgia, Atlanta 3: F. O. Walsh, Jr., 401 Volunteer Bldg., MUrray 8-5678 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Kansas, Mission: Joseph T. Adams, 5812 Roeland Dr., COlfax 2-6110 (Kans., Mo.)
Louisiana, New Orleans 12: W. J. Moran, 124 Camp St., Phone 524-5192 and 524-5193 (Ark., La., Miss.)
Missouri, St. Louis 18: R. C. Gamble, 3300 S. 2nd St., PRospect 6-3050 (Ky., Mo.)
New York, New York 17: Herbert W. Dow, Jr., 60 E. 42nd St., Murray Hill 7-7666 (Del.)
Ohio, Cleveland 20: Phillip Wallach, 3537 Lee Rd., WYoming 1-2576 (W. Va.)
Texas, Dallas 6: Marvin Wall, 169 Meadows Bldg., EMerson 8-4644 and 8-4645 (Okla., Texas)
Texas, Houston 2: Wayne G. Slife, 1811 Crawford St., CApitol 4-1406 (Texas)

NORKY MFG. CO., P. O. Box 669, Covington, Ky.

NORMANDY ELECTRIC WIRE CORP., 125 2nd St., Brooklyn 31, N. Y.

NORTH AMERICAN ELECTRIC LAMP CO., 1520 N. 13th St., St. Louis 6, Mo.
Georgia, Atlanta 5: Carl H. Henry, 4987 Long Island Dr., N.W., BL 5-3989 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Pennsylvania, Philadelphia 47: R. L. Cunningham Electric Co., 843 S. Front St., DE 4-6800 (Del., D.C., Va.)

NORTHERN LIGHT CO., 1061 N. Water St., Milwaukee 2, Wis.

NORTON ELECTRICAL INSTRUMENT CO., 51 Hilliard St., Manchester, Conn.

NUTONE, INC., Madison & Red Bank Rds, Cincinnati 27, Ohio
Louisiana, New Orleans: Walter Rishel, 1401 St. Andrews St., Apt 227, Phone 524-6594 (S. La., S. Miss.)
Louisiana, Shreveport: Neale H. Ekman, 170 Kayla, Phone 868-2120 (S. Ark., N. La., Miss., E. Texas)
Tennessee, Memphis: Thomas Painter, 1563 Dearing Rd., P. O. Box 3432, MUtual 3-1412 (Ark., W. Tenn.)
Texas, Dallas: Allan T. Coulter, 7345 Syracuse Dr., DIamond 8-7295 (N. Texas)
Texas, Fort Worth: Louis L. Young, 6109-B Milburn, PErshing 2-4178 (W. Texas)
Texas, Houston 27: James W. Cartwright, Jr., 5649 Piping Rock La., SUnset 2-5935 (S. Texas)
Texas, Houston 27: J. J. "Murph" DiLouie, 10707 Olympia Dr., SUnset 2-7652 (S. Texas)
Texas, Lubbock: Wayne Griffin, 3714 46th St., SWift 9-2843 (W. Texas)

NYE TOOL CO., 4120 Fullerton Ave., Chicago 39, Ill.

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O. Z. ELECTRICAL MFG. CO., INC., 262 Bond St., Brooklyn 17, N. Y. **(See advertisement on page 39)**
Alabama, Birmingham 3: Elwyn B. Richey, Whitman Assoc., 823 Comer Bldg., ALpine 2-3079 (Ala., Fla.)
Arkansas, West Memphis: Malcolm Kueneman, 1113 Spears St., REgent 5-3017 (Ark., Tenn.)
Florida, St. Petersburg: Walter Jerkins, Whitman Assoc., 1644 3rd Ave., N., ORange 1-5196 (Fla.)
Georgia, Atlanta: E. D. Johnson, Whitman Assoc., 313 Bona Allen Bldg., JAckson 1-0977 (Ga.)
Louisiana, Baton Rouge: Duke-Philibert & Co., 10035 S. River Oaks Dr., WAlnut 4-3945 (La., Miss.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Louisiana, New Orleans: Duke-Philibert & Co., 10004 Judy Dr., Phone 729-5018 and 729-2765 (La., Miss.)
Maryland, Baltimore 2: Alfred L. Daniels, 320 Mathieson Bldg., PLaza 2-0982 (D.C., Md., Va.)
Missouri, St. Louis 14: Harlan J. Weisler & Assoc., Inc., 8890 Lackland Rd., HArrison 8-3934 (Kans., Mo.)
North Carolina, Charlotte: Norman E. Tindal, Whitman Assoc., 126 Builders Bldg., EDison 4-9168 (N. C.)
Ohio, Cincinnati 2: Stout Electrical Sales Co., 338 W. 4th St., DUnbar 1-2744 (Ky.)
Oklahoma, Oklahoma City 5: Paul Berry, Inc., 3713 N. Olie, P. O. Box 3266, JAckson 4-3035 (Okla.)
Pennsylvania, Philadelphia 4: H. R. Hopkins, 3513 Lancaster Ave., EVergreen 2-0535 (Del.)
South Carolina, Columbia: George W. Greene, Whitman Assoc., 2246 Sumter St., P. O. Box 416, ALpine 2-3932 and ALpine 3-7451 (S. C.)
Tennessee, Knoxville: Clarence E. Pitner, 200 Stratford Rd., P. O. Box 693, Phone 577-7718 (Tenn.)
Texas, Houston 2: Barney Winkler, 776A M & M Bldg., FAirfax 3-6225 (Texas)
Virginia, Richmond 20: Lewis J. Crews, 1725 Arlington Rd., ELgin 3-2273 (Va., W. Va.)

OHIO BRASS CO., 380 N. Main St., Mansfield, Ohio
District of Columbia, Washington 5: E. W. Leahey, Ohio Brass Co., 824 Tower Bldg., 1401 "K" St., N.W., REpublic 7-2054 (D.C., Md., N. C., Va.)
Georgia, Atlanta 3: William B. Owens, Ohio Brass Co., 270 Peachtree St., N.W., Phone 522-5176 (Ala., Fla., Ga., Miss.)
Louisiana, New Orleans 12: Frederick E. Fuchs, 233 International Trade Mart, Phone 524-3448 (Ark., La., Miss., Mo., Tenn. Texas)
Missouri, St. Louis (Clayton), 5: R. G. Brown, Rm. 304, Carondelet West Bldg., 7730 Carondelet Ave., PArkview 1-8030 (Kans., Mo.)
North Carolina, Charlotte 9: Kirkwood Otey, 5226 Murrayhill Rd., JAckson 3-0078 (N. C., S. C., Tenn.)
Ohio, Cincinnati 27: J. R. Hays, 3860 Settle Rd., BRamble 1-1032 (Ky.)
Pennsylvania, Philadelphia 3: E. H. Day, 1081 Suburban Sta. Bldg., 1617 Pennsylvania Blvd., LOcust 3-1124 and LOcust 3-1125 (Del., Md.)
Pennsylvania, Pittsburgh 22: S. L. Walworth, 1017 Oliver Bldg., Mellon Square, ATlantic 1-1727 (Md., W. Va.)
Texas, Dallas 1: T. J. Harris, 1409 Fidelity Union Life Bldg., 1511 Bryan St., RIverside 2-4002 (Okla., Texas)
Texas, El Paso: F. W. Gorman, 1701 Texas St., KEystone 2-3677 (Texas)

OHIO CARBON CO., 12508 Berea Rd., Cleveland 11, Ohio
Georgia, Atlanta 3: C. Y. Strausz, Strausz, Inc., 344 Williams St., N.W., MUrray 8-1928 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Maryland, Baltimore 2: John F. Ehlers, 356 N. Gay St., MUlberry 5-4523 (Del., D.C., Md., Va.)
Missouri, Kansas City 8: F. C. Somers, Jr., Davidson Bldg., Suite 500, 17th & Main Sts., GRand 1355 (Kans., Mo.)
Ohio, Mentor: William B. Lucas, 7358 N. Center St., BLackburn 5-2764 (Va., W. Va.)
Texas, Houston 1: Jan Lea Kater, 1902 Bell Ave., P. O. Box 2106, CApital 8-6663 (La., Texas)

OKONITE CO., 220 Passaic St., Passaic, N. J.
Alabama, Birmingham 5: Ernest P. Clement, P. O. Box 428, ALpine 1-5293 (Ala., Ark., Fla., Miss., Tenn.)
Alabama, Mobile: James L. Booth, 2004½ Grant St., GReenwood 9-9381 (Ala.)
Georgia, Atlanta 8: Julian R. Hoss, 805 Peachtree St., N.E., TRinity 2-0771 (Fla., Ga., N. C., S. C., Tenn.)
Louisiana, Baton Rouge: Lewis D. Hunt, 3170 Florida St., DIckens 2-9892 (La.)
Louisiana, New Orleans 25: William D. Stroud, P. O. Box 13217, HUnter 8-3773 (La., Miss.)
Missouri, Kansas City 8: James R. Haden, 1627 Main St., GRand 1-6991 (Ark., Kans., Mo., Okla.)
Missouri, St. Louis 10: Robert E. Sontag, 4641 McBee Ave., PRospect 2-7854 (Ky., Mo.)
Ohio, Cincinnati 6: Thomas J. Manning, 2600 Victory Parkway, P. O. Box 6091, AVon 1-1350 (Ky.)
Pennsylvania, Philadelphia 40: J. G. Wicks, 20th & Venango Sts., BAldwin 9-5494 (Del., D.C., N. C., Va., W. Va.)
Pennsylvania, Pittsburgh 33: John D. Fess, 1001 Brighton Rd., FAirfax 1-5660 (Md., Va., W. Va.)
Tennessee, Memphis 17: W. Lewis Wood, Jr., P. O. Box 3412, MUtual 2-3838 (Tenn.)
Texas, Dallas 7: Otis W. Herring, 5052 Sharp St., MElrose 1-9750 (Texas)
Texas, Houston 6: Jack B. Edmonds, P. O. Box 66567, JAckson 6-3565 (Texas)
Virginia, Roanoke 15: James R. Early, 2508 Laburnum Ave., S.W., DIamond 2-4316 (Va.)
West Virginia, Charleston 4: John P. Oblinger, 1799 Huber Rd., DIckens 2-0051 (W. Va.)

OLIN CONDUCTORS, Fifth and Chestnut Streets, Chattanooga 2, Tennessee (See advertisement on page 13)
(See Olin Mathieson Chemical Corp.)

OLIVER ELECTRICAL MFG. CO., 170 Angell St., P. O. Box 217, Battle Creek, Mich.
Alabama, Birmingham: George P. Babb, 2431 N. 29th Ave., FAirfax 4-7641 (Ala., Fla., Miss.)
Georgia, Atlanta 6: T. F. Screvens, 1167 Lanier Blvd., TRinity 6-0263 (Ga.)
Kansas, Kansas City 15: Fred E. Searls, 101 Bldg. B, 1401 Fairfax Tfcwy., MAyfair 1-4700 (Kans., Mo.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd., GLendale 1-6110 (Ky.)
North Carolina, Cary: Fred Woods, Campbell & Woods Agency, R. F. D. 1, P. O. Box 16B, HOpkins 7-2151 (N. C., S. C.)
Tennessee, Memphis: Southland Sales Agents, 1032 Falls Bldg., JAckson 5-0142 (Ala., Ky., Miss., Tenn.)
Texas, Dallas: Robert Bedell, 1710 Levee St., RIverside 7-8629 (La., Miss., Texas)
Texas, Dallas: William Byrd, 1710 Levee St., RIverside 7-8629 (Okla., Texas)
Texas, Dallas: C. R. Dudley, 1710 Levee St., RIverside 7-8629 (La., Okla., Texas)
Virginia, Richmond 25: Fred T. Campbell, Campbell & Woods Agency, P. O. Box 8975, MIlton 4-1951 (Del., Md., Va., W. Va.)

OMARK INDUSTRIES, 9701 S.E. McLoughlin Blvd., Portland 22, Ore.

ONAN DIV., Studebaker-Packard Corp., 2515 University Ave., S.E., Minneapolis 14, Minn.
Colorado, Denver 12: Les Le Lande, 2800 Tennyson St., GLendale 5-6786 (Kans., Texas)
District of Columbia, Washington: Glen Morrow, TWA Bldg., 1026 17th St., N.W., DIstrict 7-4080 (D.C.)
Florida, Miami 57: Matthew Antz, 8995 S.W. 157th St., CEdar 5-2530 (Ala., Fla., Ga., S. C., Tenn.)
Illinois, St. Charles: Corwin Wood, 304½ State Ave., JUno 4-3917 (Mo.)
Ohio, Columbus: Don Earhart, 3567 Bradford Ave., Phone 262-2988 (Ky., W. Va.)
Oklahoma, Tulsa: Gene Anderson, 4331 S. Braden Pl., RIverside 3-5029 (Ark., Kans., Miss., Mo., Okla., Tenn.)
Texas, Dallas 3: John Reavis, 3604 Mockingbird La., LAkeside 1-9467 (Ark., La., Miss., Texas)
Virginia, Alexandria: Bill Erickson, 204 School St., SOuth 5-2544 (Del., Md., N. C., S. C., Va., W. Va.)

ORANGEBURG MANUFACTURING CO., Div. of The Flintkote Co., Orangeburg, N. Y.
Alabama, Birmingham 7: Gene Johnson, 2115 First Ave., S., FAirfax 4-1960 (Ala.)
Arkansas, Little Rock: Harding L. Taylor, Home Pyramid Life Bldg., 221 W. 2nd St., FRanklin 5-5630 (Ark., La., Okla., Tenn., Texas)
District of Columbia, Washington 8: Carl F. Arnold, 2727 29th St., N.W., HObart 2-4686 (Del., D.C., Md., N. C., S. C., Va.)
Georgia, Atlanta 5: Rufus G. Price, 104 Silverwood Rd., N.E., TRinity 5-6097 (Fla., Ga., Tenn.)
Kansas, Prairie Village 15: Robert L. Moran, 4314 W. 71st Ter., EN 2-3108 (Kans., Mo.)
Louisiana, New Orleans: Associated Manufacturers Agents, 900 Carondelet St., JA 2-6287 (La., Miss.)
Pennsylvania, Pittsburgh 34: Robert E. Anderson, 345 Mt. Lebanon Blvd., LOcust 3-3133 (Ky., W. Va.)

ORANGEBURG MFG. CO., Underfloor Div., 375 Park Ave., New York 22, N. Y.
Alabama, Birmingham 7: Gene Johnson Co., 2115 First Ave., S., P. O. Box 5251, FAirfax 4-1960 (Ala., Fla., Tenn.)
Arkansas, Little Rock: Harding Taylor, Home Pyramid Life Bldg., 221 W. 2nd St., FRanklin 5-5630 (Okla., Texas)
Arkansas, Little Rock: Jim Venable, P. O. Box 2232, MO 6-5748 (Ark., Tenn.)
District of Columbia, Washington 8: Carl Arnold, 2727 29th St., N.W., HObart 2-4686 (N. C., S. C., Va.)
Florida, Fort Lauderdale: Thomas Marshall, P. O. Box 4616, Sunrise (Fla.)
Florida, Madeira Beach 8: Richard Y. Fernandez, 590 Normandy Rd., WAverly 1-7050 (Fla.)
Georgia, Atlanta 3: E. W. Klein & Co., 152 Nassau St., N.W., CEdar 7-0227 (Ga.)
Georgia, Atlanta 5: Rufus G. Price, 104 Silverwood Rd., N.E., TRinity 5-6097 (Fla., Ga., Tenn.)
Louisiana, New Orleans: Associated Manufacturers Agents, 900 Carondelet St., JA 2-6287 (La., Miss.)
Oklahoma, Jenks: Wayne G. Parker Co., P. O. Box 518, SHerwood 9-5449 (Okla.)

OREN CORP., 2921 W. Jackson St., Muncie, Ind.

OSMOSE WOOD PRESERVING CO. OF AMERICA, INC., 980 Ellicott St., Buffalo 9, N. Y.
Georgia, Griffin: Robert D. Dixon, 222 Merriweather St., Phone 4424 (Ala., Ark., Fla., Ga., Miss., N. C., S. C., Tenn.)
Texas, Dallas 19: Jack D. Tate, 3911 Oak Lawn Ave., LA 8-6103 (La., Okla., Texas)
West Virginia, Nitro: Burke, Parsons & Bowlby, Inc., 928 Cross Lanes Dr., PLeasant 5-4316 (Ky., Va., W. Va.)

OVERBAGH & AYERS MFG. CO., 411 S. Clinton St., Chicago 7, Ill.
Florida, St. Petersburg: Emerson Day, 5780 11th St., S., ORange 1-8046 (Fla.)
Georgia, Atlanta 18: Walter S. Nash, 751 Chestnut St., N.W., TRinity 6-8071 (Ala., Ga., Tenn.)
Louisiana, New Orleans 12: Weilbaecher & Kennedy, 620 Girod St., Phone 523-7559 (La., Miss.)
North Carolina, Charlotte 9: Glenn Schnupper, 5615 Glen Forest Dr. (N. C., S. C.)
Ohio, Cincinnati 17: Goldschmidt Electrical Sales Co., 4508 Greenlee Ave., UN 1-6708 (Ky., W. Va.)

OWATONNA TOOL CO., Owatonna, Minn.
Florida, Jacksonville: William T. McCorkle, 6052 Robbins Cir., N., RA 5-0269 (Fla.)
Georgia, Atlanta 17: A. M. Bentley, 90 East Lake Dr., S.E., DR 8-1474 (Ga., E. Tenn.)
Kansas, Kansas City: D. B. Hawkinson, 3934 Springfield, SK 1-5787 (E. Kans., W. Mo.)
Louisiana, Alexandria: Otto L. Hughes, Jr., Route 2, Box 295, HI 2-2106 (La.)
Maryland, Hagerstown: Martin M. Shea, 533 Brown Ave., RE 3-7213 (Del., Md., Va., W. Va.)
Missouri, Sullivan: C. W. Connelly, 218 E. Euclid, HO 8-6165 (S. Ill., E. Mo.)
North Carolina, Statesville: Jack Scudder, 144 Bost, TR 3-8561 (N. C., S. C.)
Ohio, Cincinnati 39: Thomas F. Devine, 5991 Cheviot Rd., JA 1-4477 (W. Ky., W. Ohio)
Oklahoma, Tulsa: James L. Miller, 1837 S. Peoria, RI 2-6513 (Ark., Okla.)
Pennsylvania, Pittsburgh 28: Art Kreager, 351 Ashland Ave., LO 3-0371 (W. Pa., Western W. Va.)
Tennessee, Memphis: L. W. McKelvy, 1529 Madison Ave., BR 6-6608 (Ala., Miss., W. Tenn.)
Texas, Houston 27: William A. Kail, 1711 Potomac Dr., HO 5-1127 (S. Texas)
Texas, Richardson: John W. Cissne, P. O. Box 473, AD 5-6127 (N. Texas)

P

PLM PRODUCTS, INC., 3871 W. 150th St., Cleveland 11, Ohio (See advertisement on page 89)
(Request inquiries sent to address given)

P-W INDUSTRIES, INC., 11200 Roosevelt Blvd., P. O. Box 6107, Philadelphia 15, Pa. (See advertisement on page 92)
Alabama, Birmingham 9: Eugene T. Sharley, P. O. Box 5987, Homewood Sta., TRemont 1-0064 (Ala., N.W. Fla.)

Alabama, Mobile: Earl F. Smith, 2229 Riverside Dr. (S. Ala.)
Arkansas, Pine Bluff: Williamson Sales Co., P. O. Box 3, JEfferson 4-2530, (Ark.)
District of Columbia, Washington 7: Arnold A. Korab & Assoc., 3308 "M" St., N.W., FE 3-8234 (D.C.)
Florida, Jacksonville 7: Van & Smith Co., Inc., 1444 June St., P. O. Box 5877, EX 8-0531 (N. Fla.)
Florida, Miami: C. G. Liebler, 420 S.W. 27th Rd., FRanklin 1-4826 (S. Fla.)
Florida, Tampa 9: Van & Smith Co., Inc., 4025 Henderson Blvd., P. O. Box 10205, Phone 8-3632 (N. Fla.)
Georgia, Atlanta: Osgood & Assoc., Inc., 988 Spring St., N.W., TRinity 5-7804 (Ga.)
Louisiana, Baton Rouge: Duke-Phillbert & Co., 10335 S. River Oaks Dr., WAlnut 4-3945 (La., Miss.)
Louisiana, New Orleans 23: Duke-Phillbert & Co., 1004 Judy Dr., Phone 729-5018 (La., Miss.)
Missouri, Kansas City 12: Power Specialties Co., 1214 W. 47th St., JEfferson 1-6550 (W. Kans., W. Mo.)
Missouri, St. Louis 1: Waterman & Waterman, 496 Arcade Bldg., 812 Olive St., MAin 1-6705 (E. Mo.)
North Carolina, Greensboro: E. T. Green, P. O. Box 5034, BRoadway 5-3775 (N. C., Va.)
Oklahoma, Oklahoma City: C. B. Anderson Electric Co., P. O. Box 761, FOrrest 5-0101 (Ark., Kans., Okla.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St., P. O. Box 676, TEmple 6-4661 (Ark., Kans., Okla.)
South Carolina, Columbia: Engineer Sales Co., P. O. Box 5085, AL 3-4004 (S. C.)
Tennessee, Knoxville: J. Bill Johnson, P. O. Box 352 (Tenn.)
Tennessee, Memphis: Williamson Sales Co., 3553 Walnut Grove Rd., GLendale 2-2004 (Tenn.)
Texas, Amarillo: Williamson Sales Co., P. O. Box 1860, DRake 4-5374 (Texas)
Texas, Beaumont: Williamson Sales Co., P. O. Box 3164, TErminal 2-1965 (Texas)
Texas, Corpus Christi: Williamson Sales Co., P. O. Box 52, TUlip 4-2185 (Texas)
Texas, Dallas 7: Williamson Sales Co., 340 Cole St., RIverside 1-5831 (Texas)
Texas, El Paso: Technical Service Co., 6158 Aztec Rd., P. O. Box 3493, Sta. A, PRospect 2-3314 (Texas)
Texas, Houston 20: Williamson Sales Co., 5541 Armour Dr., WAlnut 1-2156 (Texas)
Texas, San Antonio: Williamson Sales Co., P. O. Box 1324, TAylor 6-6683 (Texas)
Virginia, Virginia Beach: R. H. Graham, P. O. Box 322 (Va.)

PACIFIC UNION METAL CO., Box 2760, Long Beach 1, Calif.

PAGE STEEL AND WIRE DIVISION, American Chain & Cable Co., Inc., P. O. Box 692, Monessen, Pa.
Georgia, Atlanta 18: J. L. Filbert, 1055 W. Marietta St., N.W., P. O. Box 2546, SYcamore 4-8226, SYcamore 4-8227 or SYcamore 4-8228 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Illinois, Melrose Park: J. C. Cassidy, 2040 N. Hawthorne Ave., FIllmore 5-6000 or FIllmore 5-6604 (N. Kans., Mo.)
New York, New York 17: T. P. Bronco, 230 Park Ave., MUrray Hill 6-8800 (Del., D.C., Va.)
Pennsylvania, Monessen: J. F. Hawkins, First & River Sts., P. O. Box 692, MUrray 4-4000 (Ky., W. Va.)
Texas, Houston 1: F. H. Cobb, 630 McFarland St., P. O. Box 1419, WAlnut 3-2661 or WAlnut 3-2668 (Ark., S. Kans., La., Okla., Texas)

PAINE CO., 501 Westgate Rd., Addison, Ill.
Georgia, Atlanta: Berry-Elsberry Co., Inc., 47 Alabama St., S.W., JAckson 2-2563 (Ala., Ga., E. Tenn.)
Louisiana, New Orleans: Jim Laubersheimer & Assoc., Box 1323, EXpress 4049 (La., Miss.)
Missouri, Kansas City 8: R. H. Dirkes, 327 Southwest Blvd., HArrison 1-1464 (Kans., Mo.)
New Mexico, Lovington: Richard A. Bird, Box 517, Phone 396-4844 (Texas)
New York, New York: Frederick Pfeifer Corp., 53 Warren St., WOrth 4-5230 (D.C., Md.)
North Carolina, Charlotte: Robert W. Warmbold, Box 6122, FRanklin 5-4924 (N. C., S. C., Va.)
Oklahoma, Oklahoma City: Charles R. McRay, 4405 N. Barnes St., JAckson 4-4033 (Okla.)
Tennessee, Memphis 1: Southland Sales Agents, P. O. Box 165, JAckson 5-0142 (Ark., N. Miss., Tenn.)
Tennessee, Nashville: Southland Sales Agents, 3063 Jenry Dr., TUcker 3-7356 (Ark., N. Miss., Tenn.)
Texas, Dallas: F. C. Gaines Sales Co., 10625 Daric St., FLeetwood 7-8219 (Texas)
Texas, San Antonio: Rainbow Electric Sales Agency, 335 Milford Dr., DI 2-6325

PALNUT CO., 56-A Glen Rd., Mountainside, N. J.
California, Los Angeles 17: United-Carr Fastener Corp., 1709 W. 8th St., HUbbard 3-6810 (W. Texas)
Georgia, Atlanta: United-Carr Fastener Corp., 45 Eleventh St., N.E., TRinity 4-3026 (Ala., Fla., Ga., E. La., Miss., N. C., S. C., Tenn.)
Kentucky, Louisville 7: United-Carr Fastener Corp., 190 Colony Way, TWinbrook 5-1064 (Ky.)
Missouri, St. Louis 15: H. E. McDonald, 3001 N. Union Blvd., EVergreen 3-1941 (E. Kans., Mo.)
New Jersey, Mountainside: Donald Miller, 56A Glen Rd., ADams 3-3300 (Del., D.C., Md.)
New York, New York 17: United-Carr Fastener Corp., 475 Fifth Ave., MUrray Hill 5-3932 (Va.)
Ohio, Cleveland 15: United-Carr Fastener Corp., 2829 Euclid Ave., TOwer 1-7557 (W. Va.)
Texas, Dallas: United-Carr Fastener Corp., 1066 W. Mockingbird Rd., RIverside 2-5911 (Ark., S. Kans., W. La., Okla., E. S. & N. Texas)

PANDUIT CORP., 17301 Ridgeland Ave., Tinley Park, Ill.
Florida, North Palm Beach: J. F. Griffin, 536 Marlin Rd., JAckson 3-1438 (Fla.)
Georgia, Atlanta 6: H. K. Dewees Co., P. O. Box 8276, Sta. F, TRinity 5-2753 (Ala., Ga., N. C., S. C., Tenn.)
Indiana, Fort Wayne 2: F. C. Valentine, Inc., 511-512 Fort Wayne Bank Bldg., ANthony 9122 (Ky.)
Louisiana, Baton Rouge: Hahn Sales Co., P. O. Box 5-2795, ELgin 7-2423 (La., Miss.)
Maryland, Towson 4: Joe C. Burgin, Jr., Naudain Bohaker & Co., Inc., VAlley 5-5492 (Del., D.C., Md.)
Minnesota, Minneapolis 3: The Heimann Co., 1711 Hawthorne Ave., FEderal 2-5457 (Kans., Mo.)
Oklahoma, Tulsa 5: Harold Furtney Co., 4129 S. Peoria, P. O. Box 7081, RIverside 7-6490 (Ark., Kans., Okla.)
Pennsylvania, Pittsburgh 16: Brown Electric Equipment Co., 1612 Potomac Ave., LOcust 3-4444 (W. Va.)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CA 7-4173 (Texas)
Virginia, McLean: Peter H. Byrne, Naudain Bohaker & Co., P. O. Box 276 (Va.)

PARAGON ELECTRIC CO., 1600 12th St., Two Rivers, Wis. (See advertisement on page 99)
Florida, Miami: James & Assoc., 7545 N.W. 26th Ave., OXford 6-0611 (Fla., Ga.)
Georgia, Atlanta: Hopper & McCoy Co., 870 Northside Dr., N.W., TRinity 2-5803 (Ala., Fla., Ga., Miss., S. C., Tenn., Va.)
Missouri, St. Louis 8: J. C. Korak Co., 4378 Lindell Blvd., FRanklin 1-5100 (Ark., Kans., Ky., Mo., Okla.)
North Carolina, Greensboro: Barber-Ayers & Assoc., 826 Goldsboro St., BR 3-9108 (N. C., S. C.)
Ohio, Cincinnati 17: Goldschmidt Electrical Sales Co., 4508 Greenlee Ave., UNIversity 1-6708 (Ky., Va., W. Va.)
Pennsylvania, Philadelphia 23: T. P. Casey, 1233 Buttonwood St., WAlnut 5-2370 (Del., D.C., Md., Va., W. Va.)
Pennsylvania, Pittsburgh 2: S. J. Shaw, 7308 Church Ave., POplar 6-8000, POplar 6-8001 (Md., W. Va.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RI 1-5931 (Ark., Kans., La., Miss., Mo., Okla., Tenn., Texas)
Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd., BRidge 2-3449 (N. C., Va., W. Va.)

PARAMOUNT INDUSTRIES, INC., G-1080 Ballenger Rd., Flint, Mich.
Arkansas, Little Rock: Jack Greene, P. O. Box 2591, MO 4-2696 (Ark., Miss., Tenn.)
Florida, Jacksonville: Robert Bronsvel, 2705 Rainbow Rd., FL 9-6983 (Fla.)
Georgia, Atlanta: Griffin & Griffin, 1185 Howell Mill Rd., N.W., TR 5-7736 (Ala., Ga.)
Louisiana, New Orleans: Charles Corrigan, 321 N. Diamond, JAckson 5-5644 (La., Miss.)
Maryland, Towson: J. Donald Amelia, P. O. Box 6759, 618 Charles St. Ave., VA 3-1044 (Del., D.C., Md., Va.)
Missouri, Clayton: Joseph Noser, 405 Carrswold, PA 6-0037 (Mo.)
Missouri, Kansas City: Carl Thorsell, 1195 E. 77th St., DE 3-8526 (Kans., Mo.)
North Carolina, Charlotte: Louis Coleman, 316 Scofield, FR 5-4317 (N. C., S. C.)
Ohio, Cincinnati 31: J. M. Pratt & Assoc., 8807 Woodview Dr., JA 2-0122 (Ky.)
Pennsylvania, Pittsburgh: Charles Carr, 60 Crafton, WA 1-7445
Texas, Dallas 14: Charles Robison, Jr., P. O. Box 9715 Lakewood Sta., 6677 Gaston Ave., TA 3-3531 (Texas)

PARANITE WIRE AND CABLE DIV., Essex Wire Corp., 2601 S. Adams St., Marion, Ind.
Alabama, Birmingham: O. W. Ford, 2901 35th Ave., N., FAirfax 4-2526 (Ala., Fla., La., Miss.)
Georgia, Atlanta: H. L. Gilham, 170 Ottley Dr., N.E., TRinity 5-8992 (Fla., Ga., S. C., Tenn.)
Missouri, Kansas City: T. M. King, 2000 Forest Ave., HArrison 1-1955 (Ark., Kans., Mo., Okla.)
North Carolina, Charlotte 5: L. O. McCullough, 3921 Winfield Dr., Phone 376-3918 (N. C., S. C.)
Tennessee, Memphis: W. K. Sparks, 648 Riverside Dr., JAckson 5-6058 (Ark., Ky., Miss., Tenn.)
Texas, Houston 45: J. Brewer; 3911 Ripplebrook, ID 3-4233 (Texas)

PARISH CO., 3310 Burgundy, New Orleans 17, La.

PASS & SEYMOUR, INC., 50 Boyd Ave., Solvay 9, N. Y. (See advertisement on page 6)
Florida, Sarasota: Mario Iannicello, 400 N. Conrad Ave., Phone 958-7942 (Fla., Ga.)
Georgia, Doraville: Delbert P. Stuart, 2819 Fairlane Dr., GLendale 7-0633 (Ala., Ga., Ky., Tenn.)
Indiana, Indianapolis 20: Harrison Moore, 1106 Bristol Rd., VIctor 6-1352 (Ky.)
Kentucky, Fort Thomas: Glenn H. Bright, 82 Burney La., HIland 1-5144 (Ky.)
Louisiana, Metairie: R. Emmet Maher, Jr., 3713 Green Acres Rd., VErnon 4-1671 (Ala., Fla., La., Miss.)
Maryland, Baltimore 12: Carroll L. Buress, 105 Armagh Rd., DRexel 7-7174 (Del., D.C., Md., W. Va.)
Maryland, Ruxton 4: Calder Downie, 1012 Rolandvue Rd., VAlley 3-4242 (Del., D.C., Md., W. Va.)
Missouri, Lee's Summit: Wilfred L. Atkinson, 513 Falk Dr., BRoadway 1-1544 (Kans., Mo., Okla.)
Missouri, St. Louis 9: Glenn D. Kenny, 3400 Macklind Ave., FLanders 1-5348 (Ark., Ky., Miss., Mo., Tenn.)
North Carolina, Charlotte 7: John Andrews, 4140 Chelmsford Rd., EMerson 6-1106 (Ky., N. C., S. C., Tenn., Va.)
Pennsylvania, McKeesport: G. R. Schwendeman, 1414 Versailles Ave., ORchard 2-6976 (Ky., W. Va.)
Texas, Dallas 29: George E. Baier, 10330 Cromwell, FLeetwood 2-6798 (Ark., Texas)
Texas, Dallas: William D. Wiser, Jr., 3511 Travis St., Apt. 103, LA 1-7240 (Ark., Okla., Texas)
Texas, El Paso: F. H. Adams, Electrical Engineering & Sales Corp., 2030 Texas St., KE 3-6130 (Texas)
Texas, Houston: William O. Schmidt, 6603 Sherwood Ave., RI 7-1654 (La., Texas)
Virginia, Richmond 29: Harris B. Turner, 1301 Ware Rd., ATlantic 8-0781 (Va.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Wisconsin, Brookfield: Richard Casper, 1515 N. Calhoun Rd., SUnset 6-6927 (Mo.)

PATENT SCAFFOLDING CO., INC., 38-21 12th St., Long Island City 1, N. Y.
Florida, Miami 50: The Patent Scaffolding Co., Inc., 7140 N. Miami Ave., PLaza 4-9565 (Fla.)
Georgia, Atlanta 3: The Patent Scaffolding Co., Inc., 38 Haynes St., N.W., MUrray 8-7210 (Ala., Fla., Ga., S. C., Tenn.)
Illinois, Chicago 22: The Patent Scaffolding Co., Inc., 1550 Dayton St., MOhawk 4-2200 (Ky.)
Louisiana, New Orleans 18: The Patent Scaffolding Co., Inc., 8060 Edinburgh St., HUnter 6-6281 (La., Miss.)
Maryland, Baltimore 30: The Patent Scaffolding Co., Inc., 1533 Ridgely St., MUlberry 5-2805 (Del., D.C., Md., N. C., Va.)
Missouri, Kansas City 6: The Patent Scaffolding Co., Inc., 1520 Truman Rd., HArrison 1-3480 (Kans., Mo.)
Missouri, St. Louis 14: The Patent Scaffolding Co., Inc., 6168 Bartmer Ave., PArkview 5-5455 (Ark., Ky., Miss., Mo., Tenn.)
North Carolina, Charlotte: The Patent Scaffolding Co., Inc., 2542 Lucena St., Box 1766, EDison 4-5381 (N. C., S. C.)
Pennsylvania, Philadelphia 37: The Patent Scaffolding Co., Inc., 2835 Bridge St., PIoneer 3-5100 (Del.)
Pennsylvania, Pittsburgh 12: The Patent Scaffolding Co., Inc., 1254 Voskamp St., CEdar 1-6407 (Md., W. Va.)
Texas, Dallas 7: The Patent Scaffolding Co., Inc., 2200 Singleton Blvd., P. O. Box 10305, FEderal 1-5403 (La., Okla., Texas)

PATTON ELECTRIC CO., 1323 S. Calhoun St., Fort Wayne 2, Ind.
Florida, Sarasota: C. H. Lines, 6620 S. Tamiami Trail (S.W. Fla.)
Indiana, Fort Wayne 2: Patton Electric Co., 1323 S. Calhoun St., EAstbrook 7668 (Ala., Fla., Ga., Kans., Ky., Mo., N. C., S. C., Tenn.)
Indiana, Fort Wayne 8: B. N. Patton, 8227 Westridge Rd., TRinity 8689 (Ala., Ga., Ky., N. C., S. C., Tenn.)

JOHN I. PAULDING, INC., Kings Highway, New Bedford, Mass.

PEERLESS ELECTRIC CO., 576 Folsom St., San Francisco 5, Calif.
Alabama, Mobile: Robert S. Berney, 157 Mohawk St., P. O. Box 4568, GReenwood 7-2508 (Ala., La.)
Texas, Dallas: Spies and Assoc., 5523 Dyer St., EMerson 8-5298 (Texas)

PEERLESS ELECTRIC DIV., H. K. Porter Co., Inc., 1401 W. Market St., Warren, Ohio.
Alabama, Birmingham 4: Bratton Sales Engineers, 2812 12th Ave., N., FA 4-8534 (N. Ala., Fla.)
Arkansas, Little Rock: Wade & Avery, 109 N. Van Buren St., MO 6-6342 (Ark.)
District of Columbia, Washington 7: Holliday, Inc., 2315 L St., N.W., FE 7-2330 (D.C., Md., Va.)
Florida, Miami: C. Kelsey Sanders, P. O. Box 56, Little River Sta., PL 4-9894 or PL 7-5091 (Fla.)
Florida, Pensacola: Sansing Sales Engineers, 620-A W. Barrancas, GL 5-4593 (S. Ala.)
Florida, Ponte Vedra: Earl W. Seibert, P. O. Box 85, AT 5-6133 (Fla.)
Florida, Tampa 4: Peck and Turner, 3803 Fig St., RE 7-6075 (Fla.)
Georgia, Atlanta 12: Hendrix-Sawyer, Inc., 225 Moore St., S.E., JA 5-7704 (Ga.)
Indiana, Evansville: Paller Engrg., Route 3, Box 404, Rucker Rd., (Ky.)
Kentucky, Louisville: Sales Engrg. Assoc., 2113 Edgehill Rd., JU 2-2087 (Ky.)
Louisiana, New Orleans: W. C. Murphy & Assoc., 6270 Gen. Diaz St., HU 8-5558, or HU 2-8561 (La.)
Louisiana, Shreveport: J. R. Dowdell & Co., 2616 Centenary Blvd., UN 5-4264 (Ark., La.)
Maryland, Baltimore: Better Air Products, 3805 Hickory St., TU 9-0571 (Del., Md., W. Va.)
Missouri, Kansas City 8: Manufacturers Sales Co., 1733 Locust St., GRand 1-5655 (Kans., Mo.)
North Carolina, Charlotte: Hoffman & Hoffman Co., 1207 South Blvd., FR 5-5960 (N. C., S. C.)
Mississippi, Jackson: F. J. Evans Engrg., Co., Inc., 1014 S. Gallatin, FL 5-4775 (Ark., La., Miss.)
Missouri, St. Louis 19: D. S. Anderson Co., 341 Selma, WO 1-8485 (Mo.)
North Carolina, Greensboro: Hoffman & Hoffman Co., Inc., 1102 W. Wendover Ave., BR 4-0101 (N. C.)
North Carolina, Raleigh: Hoffman & Hoffman Co., 510 St. Mary's St., TE 4-8522 (E. N. C.)
Ohio, Cincinnati 9: J. W. Snyder Equip. Co., 4115 Edwards Rd., EL 1-2505 (Ky.)
Oklahoma, Oklahoma City: EMECO, 811 N. Virginia, CE 2-8769 (Okla.)
Pennsylvania, Bala-Cynwyd: Breitenbach, Whitmoyer, Sheehan Co., 21 Bala Ave., TR 8-4832 or MO 4-3166 (Del.)
Pennsylvania, Pittsburgh 33: Ward & Black Engrg. Sales, 940 Western Ave., AL 1-5593 (Md., W. Va.)
South Carolina, Columbia: Hoffman & Hoffman Co., 1639 Blanding St., Phone 3-7666 (S. C.)
South Carolina, Greenville: Hoffman & Hoffman Co., 1601 N. Pleasentburg Dr., CE 3-5916 (W. N. C., S. C.)
Tennessee, Chattanooga 3: H. M Sawrie & Co., P. O. Box 4146, AM 7-3776 (Ga., Tenn.)
Tennessee, Memphis: G. H. Avery Co., 944 Rayner St., BR 2-3086 (Ark., Miss., W. Tenn.)
Tennessee, Nashville: Vernon S. Tupper Co., 206 Tuck Bldg., AL 4-6599 (Tenn.)
Texas, Dallas 7: J. R. Dowdell & Co., 3160 Irving Blvd., FL 7-5631
West Virginia, Charleston: Mechanical Products Co., 1412 Robin Hood Rd., DI 6-2801 (Ky., W. Va.)

PEERLESS MFG. CO., 1400 W. Ormsby Ave., Louisville 10, Ky.

PENETRAY CORP., 615 Front St., Toledo 5, Ohio
Alabama, Birmingham: Cary Chapman Co., 2516 Eight Ct., N., Fairfax 3-5236 (Ala., W. Tenn.)
Florida, Hialeah: Cary Chapman Co., 301 E. 10th Ave., TUxedo 5-2519 (Fla.)
Georgia, Atlanta: Cary Chapman Co., 600 Trusco Way, S.W., PLaza 8-4506 (Ga.)
Indiana, Indianapolis: J. F. Overtree, 972 N. Audubon Rd., FLeetwood 7-4666 (Ky.)
Louisiana, New Orleans: Cary Chapman Co, 213 S. Front St. (La., Miss.)
Nebraska, Omaha: Charles Kleyla, 6164 Pine St., WAlnut 9010 (Kans., Mo.)
North Carolina, Greensboro: Cary Chapman Co., 1009 S. Elm St. (N. C., S. C., E. Tenn., Va.)
Pennsylvania, Philadelphia: Albert Cherry, Lakeside Apartments, Melrose Park, MAjestic 5-1187 (Del., D.C., Md.)
Pennsylvania, Pittsburg: Ted Dinger, 1208 Powers Run Rd., OAkmont 2070 (W. Va.)
Texas, Dallas: Lynn & Hemphill, 2116 N. Pearl St., RIverside 7-4745 (Ark., Okla., Texas)

PENN CONTROLS, INC., Goshen, Ind.
Florida, Jacksonville 7: Charles G. Hill, 8043 San Jose Blvd., EX 8-1740 (Fla.)
Georgia, Decatur: H. S. King, P. O. Box 1086 (Fla., Ga., N.C., S. C.)
Kansas, Wichita 2: D. F. Belknap, P. O. Box 1339, LAkeview 2-1566 (Ark., Kans., Miss., Okla., Texas)
Louisiana, New Orleans: Walter E. Evans & Co., 1106 St. Thomas St. (Ala., Fla., La., Miss.)
Louisiana, Shreveport: J. W. Cherry Co., 274 Patton Ave., Phone 865-2394 (Ark., La.)
Maryland, Frederick: J. B. Chomel, P. O. Box 246, MOnument 3-9461 (Ky., Md., N. C., Va., W. Va.)
Missouri, St. Louis 15: William F. Bowen, P. O. Box 3622, Baden Sta., UNderhill 7-0935 (Ky., Mo.)
Missouri, St. Louis 19: L. G. Fillo Co., 321 Selma Ave., WOodland 1-4016 (Ky., Mo.)
New Mexico, Albuquerque: Control & Equip. Co., P. O. Box 8402, Phone 5-1631 (Texas)
Ohio, Columbus 21: I. C. Stepnich, 2086 Kentwell Rd., HUdson 6-2633 (Ky., W. Va.)
Ohio, Dayton 20: E. A. Rave, 1970A S. Smithville Rd., CLearwater 4-1251 (Ky.)
Pennsylvania, Philadelphia: John McCaffrey, P. O. Box 4771, PIoneer 4-4190 (Del.)
Pennsylvania, Pittsburgh 6: Boyd Ralph, 5935 Kirkwood St., EMerson 2-0030 (Md., W. Va.)
Tennessee, Chattanooga 11: William Marshall, P. O. Box 9191, MAdison 2-2922 (Ala., Ark., Fla., Ga., La., Miss., Tenn., Va.)
Texas, Dallas 19: K. M. Fisher, P. O. Box 6901, FLeetwood 1-6163 (Texas)

WILLIAM PENN FLUORESCENT LIGHT MANUFACTURING CO., 426 E. Allegheny Ave., Philadelphia, Pa.
Alabama, Gadsden: Ray Williamson Assoc., P. O. Box 28, LIberty 6-9340 (Ala., Ga., Tenn.)
Florida, Miami: Don Courtney, Deco Sales Assoc., 3615 N.W. 47th St., NE 5-1308 (Fla.)
South Carolina, Columbia: George Green, 2246 Sumter St., ALpine 2-3032 (S. C.)
Texas, Houston: Norton-Parkerson Co., 3827 Richmond St., MOhawk 7-1795 (Texas)
Virginia, Richmond: Paul Mayo, Jr., 2704 Kensington Ave., MIlton 3-7561 (N. C., Va.)

PENNSYLVANIA TRANSFORMER DIV., McGraw-Edison Co., P. O. Box 330, Canonsburg, Pa.
Georgia, Atlanta : McGraw-Edison Co., 361 E. Paces Ferry Rd., N.E., CEdar 7-0384 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Indiana, Indianapolis 25: J. E. Nelson, 1418 South West St., MElrose 1-4602 (W. Ky.)
Louisiana, Shreveport 90: Williamson Sales Co., 104-110 Edwards St., SHreveport 424-6638 (Ark., La., Miss., Okla., Texas)
Missouri, Kansas City 33: Williams and McKinley Sales Co., 10101 E. 65th St., FL 6-5700 (Kans., Mo.)
Ohio, Cincinnati 2: H. J. Schwarberg, 506 E. 4th St., PArkway 1-1330 (Ky.)
Pennsylvania, Bala Cynwyd: Bra Bon Electric Co., Inc., 29 Bala Ave., MOhawk 4-5181 (Del., D.C., Md., E. Va.)
Pennsylvania, Canonsburg: Box 361, LOcust 1-6160 (E. Ky., Western Va., W. Va.)

PENN-UNION ELECTRIC CORP., 315 State St., Erie, Pa. (See advertisement on page 100)
Alabama, Birmingham 3: Harry C. Johnson Co., 1101 First National Bldg., FAirfax 4-9962 (Ala., Fla., Ga., Tenn.)
Arkansas, Little Rock: Mid-South Assoc., P. O. Box 328, SKyline 3-5770 (Ark.)
Florida, St. Petersburg: Bowen-Arnold Agency, 4228 Cortez Way, S., ORange 1-8021 (Fla.)
Louisiana, New Orleans: Delta Materials, Inc., 400 Tchoupitoulas (La., Miss., Tenn.)
Missouri, Kansas City 8: Nulik-McCormick Co., 2611 Warwick Trafficway, HA 1-6638 (Kans., Mo., Okla.)
Missouri, St. Louis: Carlton Cooley, 1115 Kirkham Rd, Glendale 22, WOodland 2-1033 (Mo.)
North Carolina, Cary: Campbell & Woods Agency, 114 Woodland Dr., Hopkins 7-2151 (D. C., Md., N. C., S. C., Va., W. Va.)
Pennsylvania, Philadelphia 3: Harry G. Anschuetz Co., 113-15 N. 23rd St., LOcust 4-0872 (Del.)
Pennsylvania, Pittsburgh 36: H. E. Ransford Co., 5400 Clairton Blvd., TUxedo 4-3425 (W. Va.)
Texas, Dallas 11: Walter J. Huemmer Co., 3503 Irwindell Blvd., FEderal 1-0928 (Texas)
Texas, Houston 5: Walter J. Huemmer Co., 2829 Sunset Blvd., MAdison 3-7731 (Texas)
Virginia, Richmond: Campbell & Woods Agency, 834 Irby Dr., MIlton 4-1951 (D.C., Md., N. C., S. C., Va., W. Va.)

PERFECLITE CO., 1457 E. 40th St., Cleveland 3, Ohio
Arkansas, Little Rock: Jack Greene & Co., P. O. Box 2591, 414 Pulaski St., FR 4-9398 (Ark.)
Georgia, Atlanta: W. J. Milner & Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Fla., Ga., S. C., Tenn.)
Illinois, Peoria: Joseph A. Fagan, 4503 W. Middle Rd., Phone 637-2491 (Mo.)
Indiana, Indianapolis: A. Lee Clifford Co., 1801 W. 18th St., MElrose 6-4411 (Ky.)
Louisiana, New Orleans: R. J. Laubersheimer, P. O. Box 1323, Phone 822-1918 (La., Miss., Tenn.)
Missouri, Kansas City 15: Stover-Andrews, 1401 Fairfax Tfcwy., Bldg. A, FAirfax 1-3363 (Kans., Mo.)
Pennsylvania, Venetia: Lowry A. Shephard, Route 1, Box 30 (Phone McMurray, Pa., WIison 1-6785) (W. Va.)
Texas, Dallas: Walter J. Huemmer, 3503 Irwindell Blvd., FEderal 1-0928 (Okla., Texas)
Virginia, Arlington 5: Roy V. Gordon, 1506 N. Kenilworth St., KEnmore 6-8881 (Del., D.C., Md., Va.)

Virginia, Richmond 20: Lewis J Crews, 1725 Arlington Rd., ELgin 3-2273 (N. C., Va.)

PERFECT-LINE MFG. CORP., Old Country Rd., Hicksville, N. Y.
Georgia, Atlanta 10: D. D. Camp, 1818 Broadwell St., JA 4-8709 (Ala., Fla., Ga., Tenn.)
Kentucky, Lexington: Henry M. Baldwin, 1240 Kastle Dr. (Ky.)
Louisiana, New Orleans: Fred C. Baldridge, 525 Godchaux Bldg., RAymond 9258 (La., Miss.)
Maryland, Baltimore: Robert P. Auer, 305 Tower Bldg., Guilford Ave. & Baltimore St., MU 5-5423 (D.C., Md.)
Missouri, Independence: J. D. Burns, P. O. Box 615, Englewood Sta. (Kans., Mo.)
Missouri, St. Louis 4: F. Joe Mollerus Co., 1901 Gravois St., TUrner 6-1175 (Mo.)
Pennsylvania, East McKeesport: T. W. McKernan, 109 Union Ave., VAlley 3-7696 (W. Va.)
Tennessee, Memphis 1: E. E. Torkell & Assoc., 693 N. Third St., JA 3-1123 (Ark., Ky., Miss., Tenn.)
Texas, Houston: Fred Walters Co., 2020 Congress Ave., CApitol 4-9676 (Texas)
Virginia, Richmond 20: Mayo Sales Agency, P. O. Box 5330, Milton 3-7561 (N. C., S. C., Va.)

PERFEX CORP., Iron Mountain, Mich.

PERMACEL, Route 1, New Brunswick, N. J.
Alabama, Birmingham 13: Dan McCauley, 205 Foxhall Rd., TRemont 1-9417 (Ala.)
Colorado, Denver 5: Ralph W. Riggins, 2144 Welton St., AComa 2-4861 (Kans.)
Florida, Jacksonville 7: Warner Lee Thomason, Jr., 1507 Catherine Ct., Apt. 202, FLanders 9-0023 (Fla.)
Florida, Miami 69: Arthur F. Schmaltz, 18830 N.W. Eleventh Ave., NAtional 1-1885 (Fla.)
Georgia, Atlanta 6: John P. Witter, P. O. Box 8293, Sta. F, TR 2-1203 (Ga.)
Georgia, Decatur 10: E. H. Milner, Jr., 2041 Seavey Dr., Phone 284-4578 (Ga.)
Georgia, Loganville: Metz J. Conner, Route 2, Phone 826-4154 (Ga.)
Kentucky, Louisville 7: Charles E. Hill, 6806 Green Meadow Cir., TWinbrook 5-0356 (Ky.)
Louisiana, New Orleans 23: Charles L. Mauer, 10013 Judy Dr. (La.)
Maryland, Baltimore 7: Donald M. Becker, 3209 Cresson Ave., Windsor 4-3812 (D.C., Md.)
Maryland, Towson 4: C. Woodland Spence, 511 Locksley Rd., VAlley 3-8152 (Md.)
Missouri, Raytown 33: Fred Helm, 9012 E. 75th St., FLeming 3-3540 (Kans.)
Missouri, St. Louis 31: H. Lew Harwood, 1157 Harwood Rd., YOrktown 6-4780 (Mo.)
Missouri, St. Louis 39: Orville B. Knight, 2915 Macklind St., PRospect 2-3167 (Mo.)
North Carolina, Charlotte 5: Bobby G. Brandes, 3325 Sudbury Rd., KEystone 7-3518 (N. C.)
North Carolina, Greensboro: John D. Griffin, 4016 North Fremont Dr., CYpress 9-5856 (N. C.)
Pennsylvania, Philadelphia 15: Nelson Garnick, 111 Hedgerow La., ORchard 3-6637 (Del.)
South Carolina, Greenville: Daniel W. McClain, 43 Buena Vista, CEdar 5-6591 (S.C.)
Tennessee, Whitehaven: J. Watten Burleson, 1468 Timothy Dr. (Tenn.)
Texas, Dallas 29: Warren H. Fish, 3941 Cobblestone Dr., FLeetwood 7-9907 (Texas)
Texas, Dallas 19: J. W. Hagaman, 3505 Turtle Creek Blvd., FLeetwood 7-3580 (Ark., Miss., Okla.)
Texas, Dallas 18: Hubert V. Ward, 9611 Lanward Dr., DIamond 8-1503 (Texas)
Texas, Garland: Clarence L. Marlar, 2717 S. Fifth St. (Texas)
Texas, Houston 35: Raymond L Evanko, 10611 Chimney Rock, PArkview 3-2867 (Texas)
Texas, Houston 18: Arthur L. Hawkins, Jr., 5106 W. 43rd St., OV 6-0197 (Texas)
Virginia, Roanoke: Joseph W. Hunnicutt III, 2747 Laburnum Ave., S.W., DI 2-6845

PERMUTIT CO., Div of Pfaudler Permutit, Inc., 50 W. 44th St., New York 36, N. Y.
Florida, Coral Gables 34: G. H. Dacy, P. O. Box 34-472, HIghland 5-2841 (Fla.)
Florida, Jacksonville 4: W. P. Schomaker, 704 Gilmore St., Rm. 3, ELgin 3-3725 (Fla., Ga.)
Kansas, Overland Park: W. N. Walch, 7001 W. 7th St., NIagara 8-5565 (Kans., Mo., Okla.)
Louisiana, Baton Rouge 6: H. S. Bourgeois, 4543 North Blvd., Dickens 3-5080 (La., Miss.)
Maryland, Silver Spring: D. M. McKee, 8605 Cameron St., JUniper 9-3731 (Md., Va.)
Missouri, St. Louis 10: J. P. Weary, 2365 Hampton Ave., Rm. C, MIssion 7-5778 (Ark., Mo.)
North Carolina, Charlotte 3: J. S. Nicol, 1111 E. Morehead St., Rm. 202, EDison 3-2550 (Ga., N. C., S. C., Va., W. Va.)
Ohio, Cincinnati 6: E. J. Connelley, 2320 Victory Parkway, AVon 1-6052 (Ky.)
Pennsylvania, Philadelphia 4: H. A. Alsentzer, 101 N. 33rd St. (FAX), BAring 2-1600 (Del.)
Pennsylvania, Pittsburgh 22: B. B. Cain, 708 Empire Bldg., GRant 1-1747 (Ky., Md., W. Va.)
Tennessee, Chattanooga 3: M. C. Scott, 848 McCallie St., AMherst 6-4544 (Ala., Ga., Ky., Miss., Tenn.)
Texas, Dallas 19: A. F. McCormack, 3603 Lemmon Ave. (at Turtle Creek), LAkeside 8-2023 (Okla., Texas)
Texas, Houston 4: J. P. Berling, 4101 San Jacinto St. (WUX), JAckson 3-1498 (Texas)

PETERSEN ENGINEERING CO., INC., 460 Kifer Rd., Santa Clara, Calif.
Arkansas, Pine Bluff: William C. Gooch, 2619 Oak St., JE 5-2267 (Ark., Kans., La., Mo., Okla., Texas)
California, Santa Clara: Petersen Engrg. Co., Inc., 460 Kifer Rd. (Ala., Fla., Ga., Ky., Miss., N. C., S. C., Tenn., Va.)
New Jersey, Dover: George E. Glahn, 42 Parker St., FO 6-2774 (Del., D.C., Md., W. Va.)

PFAFF & KENDALL, 84 Foundry St., Newark 5, N. J.
Alabama, Birmingham 12: Spurgeon-Brown Co., P. O. Box 3027A, ALpine 1-1561 (Ala.)
District of Columbia, Washington 7: Arnold A. Korab, 3308 "M" St., FEderal 3-8233 (D.C., Md.)
Florida, Miami: REB Assoc., 801 N.W. 79th St., PLaza 7-1041 (Fla.)
Georgia, Atlanta 3: Reid Trapani, 811 Bona Allen Bldg., MUrray 8-3111 (Ga., Tenn.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd., GLadstone 1-6110 (Ky.)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., TUlane 5207 (Ark., La., Miss., Tenn.)
North Carolina, Charlotte 2: William B. Gile & Assoc., 117 E. 3rd St., EDison 4-0839 (N. C.)
Ohio, Cincinnati 37: H. C. King & Assoc., 1720 Section Rd., REdwood 1-4049 (W. Va.)
Pennsylvania, Merion Station: W. H. Davidson Co., P. O. Box 97, MOhawk 4-4050 (Del.)
South Carolina, Lexington: Gerald H. Preacher, 116 N. Church St., P. O. Box 517, ELgin 9-2201 (S. C.)
Texas, Dallas: B. E. Watson & Assoc., 9946 Parkford, DIamond 8-3799 (Okla., Texas)
Virginia, Richmond: George Schraudt & Assoc., 202 E. Cary St., Milton 8-0520 (Va.)

PHELPS DODGE COPPER PRODUCTS CORP., 300 Park Ave., New York 22, N. Y. (See advertisement on pages 8 & 9)

PHILADELPHIA ELECTRICAL & MFG. CO., 1200-36 N. 31st St., P. O. Box 8359, Philadelphia 21, Pa.

PHILADELPHIA GEAR CORP., King of Prussia, Pa.
Alabama, Birmingham: Crandall Eng. Co., Inc., 601 Tenth St., N., ALpine 1-9262 and ALpine 1-9263
Florida, Lakeland: Barney's Pumps, Inc., 2314 Hwy 92, E., MUtual 6-2195
Florida, Tampa: W. E. Minich & Assoc., P. O. Box 17161, WEbster 4-9268
Georgia, Decatur: A. J. Kroog Co., 235 E. Ponce de Leon Ave., P. O. Box 385, DRake 7-6711
Louisiana, New Orleans 12: F. N. Johnston Co., 829 Howard Ave., Phone 524-1792
Maryland, Baltimore 18: J. Frank Ottinger, 4109 Westview Rd., HOpkins 7-1345
Missouri, Kansas City 12: Midwestern Power Equipment Co., 1214 W. 47th St., VAlentine 1-7507
Missouri, St. Louis: Bates Sales Co., 1025 N. 6th St., CEntral 1-7530
Missouri, St. Louis 10: Carl A. Froebel & Co., 1246 Hampton Ave., Michigan 7-1022
Oklahoma, Tulsa: Riddle & Hubbell, 213 Midco Bldg., P. O. Box 727, LUther 5-5624
Tennessee, Memphis 17: Charles Sweany, Jones & Sweany, Inc., 4711 Poplar Ave., MUtual 2-6655
Texas, Dallas 6: Bernhard Assoc., 309 Meadows Bldg., EMerson 3-4301
Texas, El Paso: G. M. Wallace Co., 511 Electric Bldg., KEystone 2-5439
Texas, Houston 2: Sterling Womack, 4902 Travis St., JAckson 6-2727
West Virginia, Charleston: General Engrg. Co., 3406 Chesterfield Ave., WA 5-5312

PHILADELPHIA INSULATED WIRE CO., 333 New Albany Rd., Moorestown, N. J.
Florida, Winter Park: Steele Technical Sales Co., 2106 Woodcrest Dr., Midway 7-1304 (Fla.)
North Carolina, Raleigh: Frederick G. Speidel, 2459 Midway Dr., TEmple 3-0147 (N. C., S C.)

PHILLIPS DRILL CO., U. S. 12 & Liberty Trail, Michigan City, Ind.
Florida, Jacksonville: Clarke Hogan, 3916 Barcelona Ave., FL 9-6485 (Fla.)
Georgia, Atlanta: Aubrey Waters, 357 Foundry St., N. W., JAckson 4-3515 (Ala., W. Fla., Ga., Ky., N. Miss., N. C., S. C., Tenn.)
Maryland, Baltimore 7: Lins Atl, 5316 Fernpark Ave., MO 4-3286 (Del., D. C.)
Missouri, St. Louis 6: R. Russell, 1230-50 N. Main St., CHestnut 1-2498 (Ark., Kans., W. Ky., Mo., Okla., W. Tenn.)
Ohio, Cincinnati 2: Disney-McLane, Inc., 1179 Gilbert Ave., CH 1-7515
Texas, Houston: George McKean, 1302 Nance, CA 7-4459 (La., S. Miss., S. Texas)

OSCAR PHILLIPS CO., 5600 Vine St., Cincinnati 16, Ohio

PHOENIX GLASS CO., Monaca, Pa.
Florida, Miami: M. E. Cadden, Box 541, Coconut Grove Sta. (Fla.)
New York, New York: J. C. Lewis & H. R. Thornburgh, Chrysler Bldg. (Del., D.C., Md.)
Ohio, Cleveland: R. D. Cameron (Ky., W. Va.)
Texas, Dallas: Spies & Assoc., 5523 Dyer St. (Ark., Kans., Okla., Texas)
Texas, Houston: R. E. Kirby Co., 2703 Kipling (La., Texas)

PHOENIX LIGHTING FIXTURE CO., INC., 167 41st St., Brooklyn 32, N. Y.
Colorado, Denver: John Roth, 5500 E. 33rd Ave., (Kans., Mo.)
Florida, Miami Shores: Bob Pinns, 335 N.E. 93rd St. (Fla.)
Georgia, Atlanta: Lawrence F. Strack, 85 Wyndham Dr., N.W. (Ala., Ga., Tenn.)
Kentucky, Louisville 5: I. E. Futz & Co., 2621 Valletta Rd. (Ky.)
Louisiana, New Orleans: James Roan, P. O. Box 23083 (La., Miss.)
New York, Cedarhurst: Louis Puterman, 367 Washington Ave. (Del., D.C., Md.)
North Carolina, Charlotte: Robert Pierce, P. O. Box 6043 (N. C., S. C.)
Texas, Richardson: Cliff Ivy, P. O. Box 577. (Okla., Texas)

PHOENIX MFG. CO., 4119 Crescent Rd., Birmingham 5, Ala.

PHOENIX PRODUCTS CO., 4777 N. 27th St., Milwaukee 9, Wis.

PIEPER-LILLARD, INC., 1525 Woodson Rd., St. Louis 14, Mo.
(See Jasper Blackburn Corp.)

PIERCE AUTO BODY WORKS, 315 S. Pierce Ave., Appleton, Wis.
Alabama, Birmingham: Altec, Inc., 1730 Vanderbilt Rd., ALpine 2-0241 (Ala., Ga., La., Miss., Tenn.)
Missouri, Grandview: Causco, Inc., 13402 S. 71 Hwy. SOuth 1-0550 (Kans., Mo.)
Oklahoma, Oklahoma City 18: Utility Equip. Co., 5305 N. Santa Fe., JA 5-2136 (Ark., La., Okla., Texas)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Texas, Amarillo: King Trailer & Equip. Co., Inc., 5823 Canyon Dr., FLeetwood 5-3323 (Texas)

PIERCE PRODUCTS, INC., 100 Main St., P. O. Box F, Leicester, N. Y.
Georgia, Atlanta 3: George R. Koeln Co., 144 Walker St., S.W., CHerokee 7619 (Ala., Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans 12: Weilbaecher & Kennedy, 620 Girod St., MAgnolia 7559 (La., Miss.)
Maryland, Baltimore 2: J. Vernon Letmate, 334 St. Paul St., PLaza 2-4420 (D.C., Md.)
Ohio, Cincinnati 2: Stout Electrical Sales Co., 338 W. Fourth St., DUnbar 1-2744 (Ky., (Southern W. Va.)
Texas, Houston 2: Fred Walters Co., 2020 Congress, CApital 4-9676 (Okla., Texas)
Virginia, Richmond 21: Electronex Assoc., 2904 W. Clay St., ELgin 8-5040 (N. C., Va.)

PIONEER ELECTRIC BRANDON LTD., P. O. Box 550, Brandon, Manitoba, Canada
Georgia, Atlanta 26: W. J. Milner & Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Ark., Fla., Ga., La., Miss., Tenn., Texas)
North Carolina, Charlotte 1: Charles M. Furman, Jr. & Assoc., P. O. Box 2624, 1228 Harding Pl., Phone 375-2332 (N. C., S. C., Tenn., Va., W. Va.)

PIPE COUPLING MANUFACTURERS, INC., P. O. Box 488, Martins Ferry, Ohio
Georgia, Atlanta 3: L. Morris Landers Co., 251 Spring St., S.W., MUrray 8-9112 (Ala., Fla., Ga., E. Miss., Tenn.)
Maryland, Baltimore: Herman S. Ellen Assoc., Inc., 526-30 E. Monument St., MUlberry 5-3633 (D.C., Md., Va.)
Missouri, Kansas City 8: R. H. Dirkes Co., 327 S.W. Blvd., HArrison 1-1464 (Kans., Mo.)
North Carolina, Charlotte 5: Hammond & Hasbrouck Co., 1109 N. Alexander St., P. O. Box 5033, EDison 2-7535 (N. C., S. C.)
Ohio, Cincinnati 43: Jim Hasselbach Co., 7010 Miami Ave., P. O. Box 582, LOcust 1-6616 (Ky.)
Pennsylvania, Philadelphia 30: Locust Electric Sales, Inc., 811-27 N. Taney St., P. O. Box 2625, CEnter 6-0121 (Del.)
Pennsylvania, Pittsburgh 16: John R. Siegrist, 1729 Helen Dr., LEhigh 1-9119 (W. Va.)
Texas, Dallas 2: George E. Anderson Co., Inc., 1901 Griffin St., Riverside 1-5931 (Ark., La., W. Miss., Okla., Texas)

PIPE LININGS, Div. of American Pipe & Construction Co., P. O. Box 457, Wilmington, Calif.

PITMAN MFG. CO., Garner Ave. & Duck Rd., P. O. Box 571, Grandview, Mo.
Texas, Dallas: Al Goodall, 1332 Crampton St., RIverside 7-9160 (Ark., Kans., La., Mo., Okla., Texas)

PITTSBURGH PIPING & EQUIPMENT CO., 158 49th St., Pittsburgh, Pa.

PITTSBURGH REFLECTOR CO., P. O. Box 432, Irwin, Pa.
Alabama, Birmingham 3: Elwyn B. Richey, Whitman Assoc., 823 Comer Bldg., ALpine 2-3079 (Ala., Fla.)
Florida, Miami (Coconut Grove): R. Dave Butt, Whitman Assoc., 3646 Main Hwy., EMerson 1-2818 (Fla.)
Florida, St. Petersburg: W. T. Jerkins, 4133 Narvarez Way, S., Phone 7-3209 (Fla., Ga.)
Florida, Warrington: T. E. Pearce, Whitman Assoc., 208 Payne Rd., S.E., GLendale 5-8689 (Ala., Fla.)
Georgia, Atlanta 3: E. D. Johnson, Whitman Assoc., 313 Bona Allen Bldg., JAckson 1-0977 (Ga., Tenn.)
Georgia, Moultrie: Robert S. McGarity, Whitman Assoc., 415 S. Main St., YUkon 5-1568 (Ga.)
Kentucky, Fort Mitchell: James F. Ligon, Pittsburgh Reflector Co., 20 E. Maple Ave., Phone 331-3230 (Ky., W. Va.)
Louisiana, New Orleans 9: David B. Young Sales Co., Inc., 860 St. Charles Ave., P. O. Box 327, JAckson 2-6292 (La., Miss.)
Maryland, Baltimore 29: Donald B. Foust, 1103-4A N. Woodington Rd., BElmont 235-9316 (D. C., Md)
North Carolina, Charlotte 2: Norman E. Tindal, Whitman Assoc., 126 Builders Bldg., EDison 4-9168 (N. C.)
Oklahoma, Oklahoma City 9: Clyde V. Hammon, P. O. Box 4576, 845 S.W. 52nd St., MElrose 4-7904 (Okla.)
Pennsylvania, Philadelphia 3: Leroy Winters, Fox Bldg., Rm. 1005, 1612 Market St., LOcust 4-0348 (Del.)
Pennsylvania, Pittsburgh 22: Wayne G. Cashdollar, 739 Oliver Bldg., COurt 1-6707 (W. Va.)
South Carolina, Columbia 1: George W. Greene Agency, Whitman Assoc., P. O. Box 416, ALpine 2-3032 (Ga., S. C.)
Tennessee, Memphis 17: Charles R. Shapard, P. O. Box 3443, 4927 Amboy St., MUtual 3-3146 (Ark., Miss., Tenn.)
Tennessee, Nashville 12: Robert E. Roberts, Jr., Whitman Assoc., 2422 Abbott Martin Rd., CY 7-3736 (Tenn.)
Texas, Dallas 34: Howard E. Johnson, 2976 Randy La., CHapel 7-5341 (Texas)
Virginia, Richmond 27: T. P. Harris, Jr., Whitman Assoc., 6037 Bonneau Rd., P. O. Box 9195, COlony 6-3185 (Va.)

PITTSBURGH STANDARD CONDUIT CO., Verona, Pa.
Alabama, Birmingham 9: W. J. Broughton Co., 303 Hampton Dr., TR 1-3291 (Ala.)
Florida, Riverview: Bill Crichton & Assoc., P. O. Box 278, Phone 40-3051 (Fla.)
Georgia, Atlanta 14: D. G. Muir Co., 531 Western Ave., MUrray 8-8853 (Ga., E. Tenn.)
Kentucky, Louisville 2: David D. Schneider, 510 Washington Bldg., JUniper 4-0733 (Ky.)
Maryland, Baltimore 18: John Rosche, 30 E. 25th St., BE 5-2882 (S. Del., Md.)
Maryland, Kensington: Arthur W. Murray, 10207 Greenfield St., WHitehall 6-2464 (D. C.)
Missouri, Kansas City 8: Nulik-McCormick, 2611 Warwick Tfcwy., HArrison 1-6638 (Kans.)
Missouri, St. Louis 19: Ralph Hinchman Co., 324 Papin St., WOodland 2-8342 (E. Mo.)
North Carolina, Charlotte 1: Paul Lumpkin Co., 702 Builders Bldg., FRanklin 6-8428 (N. C., S. C.)
Pennsylvania, Verona: John A. Eitel, Pittsburgh Standard Conduit Co., MOntrose 1-1671 (W. Va.)
Tennessee, Memphis 1: Southland Sales Agents, P. O. Box 165, JAckson 5-0142 (Ark., N. Miss., W. Tenn.)

PLASKON DIVISION, Libbey, Owens, Ford Glass Co., 2127 Sylvan Ave., Toledo 6, Ohio

PLASTIC WIRE & CABLE CORP., E. Main St., Jewett City, Conn.
Georgia, Atlanta 19: Edgar E. Dawes & Co., 405 Rhodes Bldg., JAckson 4-7571 (Ala., Fla., Ga., S. C., Tenn.)
Louisiana, New Orleans: Stephen M. Redmann, 643 North Scott, P. O. Box 1325, HUnter 6-5421 (La., Miss.)
Maryland, Baltimore 18: Douty & Downie, 2323 Maryland Ave., TUxedo 9-3470 (D.C., Md.)
Missouri, Kansas City 13: Stover-Andrews & Co., 1401 Fairfax Tfcwy., WEstport 1-6423 (Kans., Okla.)
Missouri, St. Louis 15: Ralph Hinchman, 324 Papin, WOodland 2-8342 (Mo.)
North Carolina, Greensboro: Wilson P. Byrd, P. O. Box 6101, Summit Sta., BRoadway 3-5932 (N. C., Va.)
Ohio, Cincinnati 17: Goldschmidt Electrical Sales Co., 4508 Greenlee Ave., UNiversity 1-6708 (Ky., W. Va.)
Pennsylvania, Ardmore: Harry C. Evans, 500 Suburban Square Bldg., MIdway 9-3588 (Del.)
Tennessee, Memphis: Byron Carson & Co., Century Bldg., Rm. 115, 3294 Poplar, GL 2-0455 (Ark., Miss.)
Texas, Dallas 28: James M. Tuite, 9259 Vinewood Dr., P. O. Box 28176, DAvis 7-4765 (Texas)

PLYMOUTH RUBBER CO., INC., Revere St., Canton, Mass. (See advertisement on page 45)
Alabama, Birmingham: Cary Chapman & Co., P. O. Box 617, FA 3-5236 (Ala., N. Miss., Tenn.)
Florida, Hialeah: Cary Chapman & Co., 301 E. 10th Ave., TUxedo 5-2519 (Fla.)
Georgia, Atlanta 10: Cary Chapman & Co., 600 Trusco Way, S.W., PLaza 8-5406 (Ga.)
Kentucky, Louisville: Arthur Pickens, 1925 Buttonwood Rd., JU 3-5518 (Ky.)
Louisiana, New Orleans: Cary Chapman & Co., 213 S. Front St., Phone 524-5184 (S. Ala., W. Fla., La., Miss.)
Maryland, Elkridge 27: R. A. Johnson Co., P. O. Box 73 A, Route 4, RIdgeway 7-7654 (Del., D.C., Md.)
Missouri, Independence: J. D. Burns Co., P. O. Box 615, CL 4-5220 (Kans., W. Mo.)
Missouri, St. Louis 8: Arbeiter Co., 3721 Washington Ave. (E. Mo.)
North Carolina, Greensboro: Cary Chapman & Co., 1009 South Elm St., BRoadway 3-9473 (N. C., S. C., Va.)
Oklahoma, Tulsa 10: Robert Nott Co., 2532 E. Admiral Blvd., WEbster 9-0535 (Ark., Okla.)
Pennsylvania, Pittsburgh: F. W. Succop (Consolidated Rubber Corp.), 230 Boulevard of the Allies (W. Va.)
Texas, Dallas: Jack Morgan Co., P. O. Box 10755 RIverside 2-8371 (Texas)
Texas, Houston 27: Jack Morgan Co., P. O. Box 22527 (Texas)

POLE SPRAYERS, INC., 980 Ellicott St., Buffalo 9, N. Y.
Georgia, Griffin: Robert D. Dixon, 222 Meriweather St., Phone 4424 (Ala., Ark., Fla., Ga., Miss., N. C., S. C., Tenn.)
Texas, Dallas: Jack D. Tate, 3911 Oak Lawn Ave., LA 8-6103 (La., Okla., Texas)
West Virginia, Nitro: Burke, Parsons & Bowlby, Inc., 928 Cross Lanes Dr., PLeasant 5-4316 (Ky., Va., W. Va.)

PORCELAIN INSULATOR CORP., 763 Main St., Lima, N. Y.

PORCELAIN PRODUCTS CO., Division of A. B. Chance Co., 225 N. Patterson St., Carey, Ohio (See advertisement on page 107)
Georgia, Atlanta 3: George R. Koeln & Co., 144 Walker St., S.W., MUrray 8-7077 (Ala., Fla., Ga., Tenn.)
Kentucky, Louisville: L. P. Chick & Co., Inc., 1551-55 S. 10th St., MElrose 5-7911 (Ky.)
Missouri, Kansas City 10: F. A. Bettis Co., 3718 Broadway, JEfferson 1-1530 (Kans., Mo.)
North Carolina, Charlotte 1: Paul Lumpkin Co., 702 Builders Bldg., Box 961, FRanklin 6-8428 (N. C., S. C., Va.)
Pennsylvania, Pittsburgh 9: Crescent Sales Co., Inc., 4830 McKnight Rd., FOrest 4-3700 (W. Va.)
Texas, Dallas 2: George E. Anderson Co., Inc., 1901 Griffin St., RIverside 1-5931 (Ark., La., Miss., Okla., Tenn., Texas)
Wisconsin, Brookfield: Allan G. Smith, 1315 Mierow La., (Phone Milwaukee, Wis. SUnset 6-7682) (Mo.)

PORTABLE LIGHT CO., INC., 65 Passaic Ave., Kearny, N. J.
(Request inquiries sent to address given)

H. K. PORTER CO., INC., Peerless Electric Div., 1401 W. Market St., Warren, Ohio
(See Peerless Electric Div.)

H. K. PORTER CO., Thermoid Div., Tacony & Comly Sts., Philadelphia 24, Pa.

POWDER ACTIVATED TOOL MFGRS. INST. INC., 200 College St., New Haven 10, Conn.

POWELL ELECTRICAL MFG. CO., 3619 Commerce St., Houston 3, Texas
Alabama, Birmingham 9: Morrison & Stewart, P. O. Box 6104, 1929 Cahaba Rd., TR 1-0335 (Ala., W. Fla.)
Florida, Miami: Don McGarry, 1117 Metropolitan Bank Bldg., FR 4-3215 (S. Fla.)
Florida, Tampa 5: H. Norton Davis, 3015 4th Ave., Phone 4-5731 (Fla.)
Georgia, Smyrna: Wayne Johnson & Assoc., P. O. Box 201, HE 6-1292 (Ga., E. Tenn.)
Louisiana, New Orleans 12: W. D. Faust, 833 Howard Ave., Rm. 602, JA 5-4578 (La., Miss.)

POWER-STRUT DIV., Van Huffel Tube Corp., Warren, Ohio (See advertisement on page 84)
Alabama, Birmingham: Spurgeon-Brown, 701 S. 37th St., The Highlander Bldg., AL 1-1561 (Ala.)
Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., 500 E. Markham St., Terminal Bldg., Rm. 202, FR 5-1303 (Ark.)
Florida, Coral Gables: Fred Gross, P. O. Box 996, MO 6-8769 (Fla.)
Georgia, Decatur: Loy Whitfield, 1852 Shamrock Dr., Phone 289-6580 (Ga.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., Inc., 2621 Highland Rd., DI 2-2873 (La.)

Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (La.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, EM 2-1671 (Miss.)
North Carolina, Charlotte: Louis J. Coleman, 316 Scofield Rd., FR 5-4317 (N. C., S. C.)
Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E., WH 8-0496 (Tenn.)
Texas, Dallas: R. L. Hennig, 2615 Elm St., RI 7-0584 (Texas)

POWERCRAFT CORP., 2215 DeKalb, St. Louis 4, Mo.
Kansas, Shawnee: R. L. Browne Co., 5817½ Nieman Rd., HEdrick 2-3220 (Kans., Mo.)
Missouri, St. Louis 17: Charles H. Douglas, 1110 S. Brentwood Blvd., PArkview 1-4424 (Mo.)
Texas, Houston 4: E. W. Sturdivant, 5701 Jackson-1103, JAckson 4-0633 (Texas)

HENRY PRATT CO., INC., 319 W. Van Buren St., Chicago 7, Ill.
Georgia, Atlanta: A. A. Wickliffe Co., 512 Atlanta Federal Savings Bldg., Phone 523-3314 (Ala., Ga., Tenn.)
Kansas, Kansas City: George Haynes Co., P. O. Box 8846, Prairie Village, Kansas, NIagara 8-5333 (Kans., Mo.)
Louisiana, New Orleans 24: Forney Fuller & Assoc., P. O. Box 12151, Phone 834-6000 (Ark., La., Miss., Tenn.)
Missouri, St. Louis 17: Midwest Machinery Co., 26 Hanley Industrial Court, MIssion 7-3250 (Mo.)
North Carolina, Charlotte 9: Joseph W. Eshelman & Co., Inc., 1808 Montford Dr., JAckson 3-3399 (N. C., S. C.)
Oklahoma, Tulsa: Dean Engwall Co., 1740 E 6th St., LUther 2-5671 (Ark., Okla.)
Texas, Dallas 6: Henry Pratt Co., 192 Meadows Bldg., EMerson 8-7095 (Texas)

PRECISION LIGHT CORP., P. O. Box 236, Dunellen, N. J.

PRECISION MULTIPLE CONTROLS, INC., 233 Chestnut St., Ridgewood, N. J. (See advertisement on page 111)
Alabama, Gadsden: Ray Williamson & Assoc., P. O. Box 28, LIberty 6-9340 (Ala.)
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., FR 4-8201 (Ark.)
District of Columbia, Washington: Allen Ayers, 4541 45th St., N.W., WOodley 6-7088 (D.C.)
Florida, Tampa 9: Electrical Sales, Inc., 3427 Grand Central Ave., P. O. Box 10496 (Fla.)
Georgia, Atlanta 18: Roy E. Wilson Co., 1062 Northside Dr., N.W. (Ga.)
Kentucky, Lexington: Wayne Pederson, Cory, Crum & English, 342 Blueberry Lane, Phone 7-3958 (Ky.)
Kentucky, Morganfield: Orville P. Dyer, Cory, Crum & English, 410 E. Main St., Phone 222 (Ky.)
Louisiana, New Orleans 12: Curtis H. Stout, Inc., 953 S. Clark St., Phone 482-3183 (La.)
Louisiana, Shreveport: Curtis H. Stout, Inc., 409 Fairfield Bldg., SHreveport 5-5485 (La.)
Maryland, Baltimore 29: Frank Butts Assoc., 812 Cooks La., LO 6-8976 (Md.)
Mississippi, Jackson: Curtis H. Stout, Inc., 706 Electric Bldg., FL 4-4326 (Ala., Fla., Miss.)
Missouri, Kansas City 11: Charles L. Ward Co., 3433 Roanoke Rd., VAlentine 1-8895 (Mo.)
North Carolina, Charlotte 9: Engineer Sales Co. of Carolina, P. O. Box 11406, EM 6-1863 (N. C.)
North Carolina, Raleigh: Engineer Sales Co. of Carolina, P. O. Box 10443, TE 3-5747 (N. C.)
Oklahoma, Oklahoma City 4: R. C. Ramsey Co., 1239 W. Main St., CEntral 5-6818 (Okla.)
South Carolina, Columbia: Engineer Sales Co. of Carolina, 715 Woodrow St., AL 3-4004 (S. C.)
Tennessee, Knoxville: Everett E. Rule, Rm. 206 Daylight Bldg., KNoxville 3-0111 (Tenn.)
Tennessee, Memphis: Curtis H. Stout of Tennessee, Inc., 718 M & M Bldg., JA 6-7601 (Tenn.)
Texas, Dallas 35: Curtis Musgrove Co., P. O. Box 35352, FLeetwood 1-3239 (Texas)
Texas, Fort Worth: Curtis Musgrove Co., 304 Mutual Savings Bldg., 8th and Throckmorton Sts., EDison 6-3634 (Texas)
Texas, Houston 27: Curtis Musgrove Co., P. O. Box 22324, JAckson 4-9112 (Texas)
Texas, San Antonio: Curtis Musgrove Co., P. O. Box 8232, Laurel Heights Sta. (Texas)

PRECISION PARTS CORP., 402 N. 1st St., Nashville, Tenn.

PRECISION TRANSFORMER CORP., 2483 Greenleaf Ave., Elk Grove Village, Ill.
Alabama, Birmingham 9: Robert Leach, P. O. Box 7364, TR 9-0561 (Ala., Fla.)
Florida, Clearwater: Elmer W. Rasmussen, 1403 S. Greenwood, Phone 446-2542 (Fla.)
Florida, Jacksonville: E. W. Rasmussen, C. Shannon Poppell, 5158 Janice Cir., EVergreen 8-5456 (Fla.)
Florida, Oakland Park: V. W. Lanford, 4050 N. E. 5th Ter., LOgan 4-5046 (Fla.)
Georgia, Atlanta 3: Berry-Elsberry Co., Inc., 47 Alabama St., S.W., JA 2-2563 (Ga.)
Kansas, Shawnee: R. L. Browne Co., 5817½ Neiman Rd., MElrose 1-9011 (Kans.)
Kentucky, Louisville: Clifford Engrg. & Sales, 1905 Bardstown Rd., GLendale 4-3424 (Ky.)
Louisiana, Baton Rouge: Duke-Philibert Co., 10335 S. River Oaks Dr., WAlnut 4-3945 (La., Miss.)
Louisiana, New Orleans: Duke-Philibert Co., 10004 Judy Dr., Phone 729-5018 (La., Miss.)
Maryland, Baltimore: E. A. Gerstenberg, 302 E. Federal St., VErnon 7-1100 (D.C., Md., Va.)
Missouri, St. Louis 10: C. O. Leavers Co., 4030 Chouteau Ave., JEfferson 1-2040 (Mo.)
Pennsylvania, Philadelphia: Herbert Spector, 1509 68th Ave., LI 8-6655 (Del.)
South Carolina, Myrtle Beach: M. B. Moore, P. O. Box 3337, HI 8-3843 (S. C.)
Tennessee, Memphis: T. Campbell, Campbell-Smith Sales, 3810 Philsdale, FA 7-9533 (Ark., Tenn.)
Tennessee, Nashville: Wilton Smith, Campbell-Smith Sales, 3406 McGavock Pike, VE 2-1136 (Ark., Tenn.)
Texas, Dallas: B. E. Watson, 9946 Parkford, DI 8-3799 (Texas)
Texas, Houston 3: NuRo Co., P. O. Box 18517, CApital 5-6671 (Texas)
Texas, San Antonio 12: NuRo Co., P. O. Box 12187, Laurel Heights Sta., CApital 6-9822 (Texas)
Virginia, Roanoke: W. C. John, 3915 Winding Way Rd., Phone 342-3753 (N. C., Va.)

PREFORMED LINE PRODUCTS CO., 5349 St. Clair Ave., Cleveland 3, Ohio
Alabama, Birmingham 1: Godfrey W. Glenn Agency, 3205 Second Ave., S., P. O. Box 1748, ALpine 2-0209 (Ala., N. Fla.)
Arkansas, Little Rock: Curtis H. Stout, Inc., P. O. Box 107, 400 Shall St., FRanklin 4-8201 (Ark., Tenn.)
Florida, Jacksonville 11: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RAymond 4-7811 (Fla.)
Florida, Miami 32: Belcher & Assoc., Inc., 61 Northeast Second St., FRanklin 1-1700 (Fla.)
Florida, St. Petersburg: Belcher & Assoc., Inc., 710 Central Ave., Phone 7-7575 (Fla.)
Georgia, Atlanta 25: H. L. Macon & Co., P. O. Box 19771, Sta "N", CEdar 3-3342 (Ga.)
Louisiana, New Orleans 12: Curtis H. Stout of Louisiana, Inc., International Trade Mart, JAckson 2-7197 (La.)
Mississippi, Jackson 6: Curtis H. Stout, Inc., 706 Electric Bldg., FLeetwood 4-4326 (Miss.)
Missouri, St. Louis (Glendale) 22: Carlton Cooley, 1115 Kirkham Rd., WOodland 2-1033 (Mo.)
Ohio, Cleveland 3: Cleveland District Sales, 5349 St. Clair Ave., UTah 1-4900 (Ky., Tenn., W. Va.)
Oklahoma, Oklahoma City 1: C. B. Anderson Electric Co., P. O. Box 761, 418 Oklahoma National Bldg., VIctor 3-7718 (Okla.)
Oklahoma, Tulsa 3: C. B. Anderson Electric Co., 712 Oil Capital Bldg., GIbson 7-1123 (Okla.)
Pennsylvania, Philadelphia 7: The Electrical Distributors Co., 504 Penn Square Bldg., LOcust 3-5870 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 28: Burns Electric Co., 1750 N. Highland Rd., LOcust 3-3014 (W. Va.)
South Carolina, Columbia: Engineer Sales Co. of Carolina, P. O. Box 5085, 715 Woodrow St., ALpine 3-4004 (N. C., S. C.)
Tennessee, Memphis 3: Curtis H. Stout of Tennessee, Inc., 718 M & M Bldg., JAckson 6-7601 (La.)
Texas, Amarillo: C. B. Anderson Electric Co., P. O. Box 1836, 111 E. First St., DRake 6-6443 (Okla.)
Texas, Dallas 8: Elgin B. Robertson Organization, 1339 Plowman Ave., WHitehall 2-3157 (La., Okla., Texas)
Tennessee, Nashville 1: John S. Baron Agency, P. O. Box 1271, (Tenn.)
Texas, Houston 4: Elgin B. Robertson Co., 4101 San Jacinto, JAckson 9-3797 (Texas)

PREMAX PRODUCTS DIV., Chisholm-Ryder Co., Inc., College & Highland Aves., Niagara Falls, N. Y.
Florida, Jacksonville 11: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RAymond 4-7811 (Ala., Fla., Ga.)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ark., La., Miss.)
Missouri, Springfield: Ivan Boggs & Co., P. O. Box 2426 National Sta., UNiversity 5-2141 (Kans., Mo.)
New Jersey, Jersey City 6: T. B. Dally, 26 Journal Sq., OLdfield 3-3587 (Del., D.C., Md., Va.)
Ohio, Cleveland 7: Walter J. Brauer & Assoc., 15631 Lakewood Heights Blvd., LAkewood 1-7268 (Ky.)
Oklahoma, Tulsa: C. B. Anderson Electric Co., 6708 E. 13th St., TEmple 6-4661 (Okla, Texas)
Tennessee, Knoxville 1: Claude E. Fox, P. O. Box 95, Phone 2-4404 (N. C., S. C., Tenn.)
Texas, Dallas 19: Tate & Co., 3911 Oak Lawn Ave., LA 1-1188 (Texas)

PRESCOLITE MFG. CORP., 1251 Doolittle Dr., San Leandro, Calif.
Arkansas, El Dorado: Prescolite Mfg. Corp. (Factory), Prescolite Dr. & Industrial Rd., UNIon 2-4283
Arkansas, Little Rock: Chas B. Young, 310 Cotton Exchange Bldg., FRanklin 4-9311 (Ark.)
District of Columbia, Washington: Albert A. Fox, 901 Quackenbos St., RAndolph 6-7385 (D.C., Md.)
Florida, Jacksonville 11: Ray Wood, 2734 Columbine St., E., RAymond 5-0461 (Fla.)
Florida, Tampa: James Brinkman, 2712 Morrison Ave., Phone 87-7541 (Fla.)
Georgia, Atlanta: Chas L. Woodyard, 161 Simpson St., N.W., JAckson 5-0511 (Ala., Ga.)
Kansas, Overland Park: Thorsell Lighting & Equip. Co., 7411 W. 67th St., HEdrick 2-6206 (Kans., Mo.)
Louisiana, New Orleans: E. J. Hagan, 2738 Banks St., HUnter 8-7167 (La., Miss.)
Missouri, Clayton: J. A. Noser, 405 Carrswold Dr., PArkview 7-0974 (Ky., Mo.)
North Carolina, Charlotte: W. H. Lassiter Sales, P. O. Box 11014, 5626 Londonberry Rd., FRanklin 5-5031 (N. C., S. C., Va.)
Ohio, Dayton: Gary Roof & Assoc., 1145 Third National Bldg., BAldwin 4-9843 (Ky., W. Va.)
Oklahoma, Oklahoma City: Floyd Wilson Co., 519 N.W. 9th St., CEntral 2-2417 (Kans.)
Pennsylvania, Philadelphia: Paul F. Kyack, Inc., 269 S. Van Pelt St., LOcust 8-7450 (Del.)
Pennsylvania, Warrington: Prescolite Mfg. Corp. (Factory), 429 Easton Rd., DIamond 3-6200
Tennessee, Nashville: Factory Sales Agency, 509 Third Ave., S., CHapel 2-2764 (Tenn.)
Texas, Dallas: Spies & Assoc., 5523 Dyer St., EMerson 8-5298 (Texas)
Texas, Houston: The Robert E. Kirby Co., 2703 Kipling, JAckson 6-1589 (Texas)

PRESTIGE LIGHTING CO., 307 Main St., Seattle, Wash.
Louisiana, New Orleans 13: Charles E. Corrigan, Jr., 1210 St. Charles Ave., JAckson 5-5644 (Ala., La.)
Missouri, Kansas City 30: C. L. Arehart, 5316 Garfield, DElmar 3-0609 (Kans., W. Mo.)
Missouri, St. Louis 10: Gus A. Bremer, 4408 Manchester Ave., JEfferson 5-2238 (E. Mo.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

PREWAY, INC., 1340 Second St., N., Wisconsin Rapids, Wis.
District of Columbia, Washington: LeRoy Smith, 4201 Massachusetts Ave., N.W. (Del., D.C., Md., Va.)
Florida, Fort Lauderdale: R. G. Becker, P. O. Box 8787 (Fla.)
Florida, St. Petersburg: Wayne Kemper, 7427 Dartmouth Ave., N. (Fla.)
Florida, St. Petersburg: R. E. Wiltrout, P. O. Box 10784 (Fla.)
Georgia, Atlanta: J. A. Lloyd, 375 Whitehall St., S.W. (Ala., Fla., Ga.)
Georgia, Atlanta: Ray Meroney, 375 Foundry St., N.W. (Tenn.)
Mississippi, Columbus: Perkins-Parsons, P. O. Box 2061 (Miss.)
North Carolina, Charlotte: Troutman-Helms, 2400 Distribution St. (N. C., S. C.)
Texas, Dallas 34: Don Church, P. O. Box 14404 (Texas)
Texas, Houston: John Church, P. O. Box 4218 (Texas)
West Virginia, Huntington: Oley Reed, 324 10th Ave. (W. Va.)

PRICE & RUTZEBECK, P. O. Box 30, Hayward, Calif.
Illinois, Chicago: Richard Specialty Co., 5621 N. Kilbourne Ave., SPring 7-6639 (Ky., Tenn.)
New Jersey, Haddonfield: Robert P. Ball, 31 Estaugh Ave., HAzel 9-0859 (Del., Md.)
Tennessee, Madison: J. H. Morales, P. O. Box 67, UNiversity 5-0620 (Ala., Miss., Tenn.)
Texas, Dallas: R. M. Johnson, 9911 Constance St., FLeetwood 7-9872 (Ark., Okla., Texas)

PRINGLE ELECTRICAL MFG., CO., 1900-1912 N. Sixth St., Philadelphia 22, Pa. (See advertisement on pages 209, 211 & 213)
Alabama, Birmingham 13: J. B. Burtchaell, 2720 Wynward Rd., TRemont 9-1741 (Ala., Tenn.)
Arkansas, Little Rock: N. B. Nichols, 2509 Bishop St., FRanklin 4-6797 (Ark.)
Florida, Coral Gables: Anson C. Fyler Co., P. O. Box 549, HIghland 3-7042 (Fla.)
Florida, Orlando: Eric Austin, 1415 30th St., GArden 5-6078 (Fla.)
Georgia, Atlanta 13: O. V. Scott, Jr., 305 Techwood Dr., N.W., BLackburn 5-5816 (Ga.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., 2621 Highland Rd., Dickens 2-2871 (La., Miss.)
Louisiana, New Orleans 16: Gregory-Salisbury & Co., 820 Julia St., 524-5207 (La., Miss.)
Mississippi, Jackson 6: Gregory-Salisbury & Co., P. O. Box 9767, EMerson 2-1671 (La., Miss.)
Missouri, Kansas City 14: The Stromer Co., P. O. Box 8452, WEstport 1-5734 (Kans., W. Mo.)
Missouri, St. Louis 10: Fred P. Walter Co., 4030 Chouteau Ave., JEfferson 1-6262 (E. Mo.)
Ohio, Cincinnati 6: Miller Kleine, 2906 Woodburn Ave., UNiversity 4878 (Ky.)
Oklahoma, Oklahoma City 6: Paul Sheline, 1715 Linwood Blvd., CEntral 5-8549 (Okla.)
Pennsylvania, Pittsburgh 16: Brown Electrical Equip. Co., 1612 Potomac Ave., LOcust 3-4444 (W. Va.)
Pennsylvania, Wallingford: H. B. Stallings & Assoc., 530 S. Providence Rd., TRemont 6-8505 (Del., D.C., Md.)
Texas, Dallas 5: The Eads Co., P. O. Box 8204, EMerson 3-3637 (Texas)
Texas, El Paso: Hollis R. Johnson, 5528 Timberwolf Dr., PRospect 8-2818 (W. Texas)
Texas, Houston 19: The Eads Co., P. O. Box 13071, JAckson 6-1646 (Texas)
Virginia, Richmond 22: Mayo Sales Agency, P. O. Box 5330, Milton 3-7561 (N. C., S. C., Va.)

PRODUCTO ELECTRIC CORP., 932 Rogers Pl., New York 59, N. Y.
Louisiana, New Orleans 10: Al Levin & Assoc., Inc., 301 Gaiennie St. corner S. Front, TUlane 8489 (La., Miss.)
Louisiana, Shreveport: William B. Wakeman, Suite 1700 Henry C. Beck Bldg., Phone 423-0384 (La., Miss.)
Oklahoma, Tulsa 14: William H. "Bill" Paschen, 2219 E. 21st St., RIverside 2-8278 (Ark., Okla.)
Tennessee, Knoxville: Jim Hash & Co., 109 W. Jackson Ave., KNoxville 3-9270 (Tenn.)
Texas, Dallas 15: Fain Assoc., Inc., 2434 S. Harwood, HAmilton 8-7468 (Ark., Okla., Texas)

PRODUCTS ENGINEERING & MFG. CORP., P. O. Box 16044, Houston 22. Texas

PROGRESS MFG. CO., INC., Castor Ave. & Tulip St., Philadelphia 34, Pa.
Alabama, Birmingham 9: Geoffrey Morgan, 1608 Barry Ave. (Ala., Fla.)
Florida, Largo: Charles H. Porter, 1178 Keene Rd. (Fla., Ga.)
Florida, Miami 55: LeRoy Stark, 8100 S.W. 16th St., CA 1-3716 (Fla.)
Georgia, Atlanta 3: Frank Cody, 551 Glenn St., S.W., Phone 688-1234 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Atlanta: Martin J. Lampe, 1710 Stanton Rd., S.W. (Ala., Fla., Ga., S. C.)
Kansas, Kansas City: Jack Akin, 5011 Haskell, AT 9-5463 (Mo.)
Kentucky, Fort Thomas: Grant A. Dibert, Jr., 25 Kathy La., HE 1-3800 (Ky.)
Louisiana, Metairie: Al Pfeifer, 2401 Haring Rd. (Ark., La., Miss., Tenn.)
Maryland, Baltimore 7: Manuel Shor, 5604 Burtis Ave., MO 4-4354 (Del.)
Missouri, St. Louis 28: John W. Higgins, 12221 Courtwick Dr., VI 3-1117 (Mo.)
Missouri, St. Louis 26: Edward Reyering, 9901 Harwick Dr., VI 3-6976 (Mo.)
North Carolina, Charlotte: Robert P. Atwater, P. O. Box 607, ED 4-8355 (N. C., S. C., Va.)
North Carolina, Charlotte 5: Ernest Bowen II, 909 Brookhurst Dr. (N. C., S. C.)
North Carolina, Charlotte: Troutman-Helms, 2400 Distribution St. (Ga., N. C., S. C.)
Ohio, Cincinnati: Block & Cooper, 1050 Meta Dr., RE 1-2196 (Ky., W. Va.)
Pennsylvania, Bala Cynwyd: Martin Harvitz, 609 Manayunk Rd., TE 9-7822 (Del.)
Pennsylvania, Merion: Reuben Marcus, 415 Baird Rd., MO 4-5138 (D. C., Md., Va.)
Pennsylvania, Philadelphia 15: Martin M. Sockett, 1815 Carwithan St., PI 2-7696 (Del.)
Pennsylvania, Philadelphia: Mark Wallace, 2722 Northview Rd., OR 3-0344 (Del.)
Pennsylvania, Pittsburgh 17: Max Stoff, 6360 Burchfield Ave., JA 1-7868
Tennessee, Nashville 2: John L. Craig, P. O. Box 327, AL 5-8836 (Ala., Ga., Tenn.)
Texas, Dallas 35: Sam Humphrey, 7600 Sovereign Row, ME 1-5320 (Ark., Kans., Mo., Okla., Texas)
Texas, Dallas: Ronald Kimmey, c/o Kimmey Assoc., 4447 N. Central Expressway, LA 1-7473 (La., Texas)
Texas, Harlingen: Mike Steib, c/o Durham's Business College, Ga 3-3774
Texas, Houston 2: Lud Kuna, 220 Lawyers Bldg. (La., Texas)
Texas, Lubbock: Fred Fricke, 5230 W. 16th St. (Okla. Texas)
Virginia, Richmond: Elliot Fox, 3920 Chamberlayne Ave. (N. C.)

PROJECT FIXTURE MFG. CORP., 10 Ranick Dr., S., Amityville, N. Y.
Florida, Hollywood: Manson & Salmon, 4120 Cleveland St. (Fla.)
Georgia, Atlanta 7: Floyd Goodman, 2231 East Lake Rd., N.E. Phone 378-6308 (Ala., Fla., Ga., W. Tenn.)
Illinois, Northfield: Len Simon, 456 West Frontage Rd., HIlicrest 6-2835 (Mo.)
Kansas, Wichita: Jack E. Johnston, 2913 N. Mosley, TE 8-4951 (Kans., Mo.)
Kentucky, Barbourville: Paul B. Bain, P. O. Box 202, LIncoln 6-4543 (Ky.)
Maryland, Baltimore 1: Harry Greenburg, 100 N. Eutaw St., SAratoga 7-4067 (D.C., Md., N. Va.)
Mississippi, Columbus: Perkins-Parsons, P. O. Box 2061, FA 8-8271 and FA 8-8272 (Miss.)
New Jersey, Oaklyn 6: Harry F. Cawood, 112 Cornwall Dr., UL 8-2732 (Del.)
North Carolina, Erwin: Roy Cameron, Old Post Rd. (N. C.)
North Carolina, Greensboro: F. C. Davis, 1127 Parish St., PH 2-6647 (N. C.)
Oklahoma, Tulsa: Tri-States Sales, 2415 S. Norwood Ave., TEmple 6-5342 (Ark., Okla.)
Texas, Houston: Arling D. Smith, 3016 Polk Ave., FAirfax 3-1179 (Texas)
Virginia, Richmond 26: Hugh T. Snapp, 600 Horsepen Rd., AT 2-5068 (Va.)

PRYNE & CO., INC., 140 N. Towne Ave., Pomona, Calif.

PULLMAN VACUUM CLEANER CORP., 25 Buick St., Boston 15, Mass.
Alabama, Birmingham: Eugene Parsons, 1436 Princeton Ave., S.W., STate 5-0830 (Ala., Ky., Miss., Tenn.)
Georgia, Atlanta: John L. Daniell Co., 2553 Circlewood N.E., ME 6-4941 (Fla., Ga., N. C., S. C.)
Nebraska, Omaha: Matthew Rozgay, 4818 Krug St., Phone 551-5031 (Kans., Mo.)
Pennsylvania, Pittsburgh 17: James W. Shaffer, 5246 Beelermont Pl., MA 1-7015 (Del., D.C., Md., Va., W. Va.)
Texas, Dallas: H. M. Cree Co., 4411 N. Central Expressway, LAkeside 8-1052 (Ark., La., Okla., Texas)

PUNCH-LOK CO., 321 N. Justine St., Chicago 7, Ill.

PURITAN LIGHTING FIXTURE CO., 21 Boerum St., Brooklyn 6, N. Y.

PYLE-NATIONAL CO., 1334 N. Kostner Ave., Chicago 51, Ill.
Alabama, Birmingham 9: E. P. Callahan, 305 Oxmoor Rd., TR 9-6213 (Ala., Tenn.)
Florida, Orlando: Charles W. Wire, 711 Magnolia Ave., CHerry 1-3081 (Fla.)
Georgia, Atlanta 3: George R. Koeln & Co., 144 Walker St., S.W., MUrray 8-7077 (Ga., Tenn.)
Louisiana, New Orleans 25: Curtis H. Stout of La., Inc., P. O. Box 13291, Phone 482-3183 (La.)
Louisiana, Shreveport: Curtis H. Stout, Inc., P. O. Box 6044, Phone 425-5485 (La., Miss.)
Maryland, Baltimore 18: Francis X. Ford, 2326 N. Charles St., Phone 467-1535 (Del., D.C., Md., Va.)
Missouri, St. Louis 1: M. R. Luikart, 1112 Chemical Bldg., 721 Olive St., CHestnut 1-6513 (Ky., Mo.)
Nebraska, Omaha 31: D. W. Hemmen, 4102 Farnam St., Phone 556-7726 (Kans., Mo.)
North Carolina, Charlotte: A. L. Henderson, 1508 E. 4th, FRanklin 7-2350 (N. C., S. C.)
Ohio, Cincinnati 14: W. J. Frede, Jr., 2430 Central Parkway, DUnbar 1-3625 (Ky.)
Oklahoma, Tulsa: J. W. Dodge, P. O. Box 3395, LUther 4-3710 (Kans., Okla.)
Tennessee, Memphis: Curtis H. Stout of Tennessee, Inc., 718 M & M Bldg., JAckson 6-7601 (Ark., Miss., Tenn.)
Texas, Dallas 5: The Eads Co., P. O. Box 8204, EMerson 3-3637 (Texas)
Texas, Houston 19: The Eads Co., P. O. Box 13071, JAckson 6-1646 (Texas)

Q

QUADRANGLE MFG. CO., 32 S. Peoria St., Chicago 7, Ill.
Florida, Orlando: W. J. Milner & Co., P. O. Box 1063 (Fla.)
Georgia, Atlanta 5: W. J. Milner & Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Fla., Ga., Tenn.)
Louisiana, New Orleans: R. J. Laubersheimer, Jr., P. O. Box 1323, Phone 822-1918 (La., Miss.)
Missouri, Kansas City 13: Ray E. Perry, 108 61st St.,W., HIland 4-2248 (Kans., Mo.)
North Carolina, Charlotte 5: Hammond & Hasbrouck, 1109 N. Alexander St., EDison 2-7535 (N. C.)
Ohio, Cincinnati 27: Don Kemme Electrical Sales, 6942 Roe St., BRamble 1-0482 (W. Va.)
Oklahoma, Oklahoma City 3: Floyd Wilson, 519 N.W. 9th St., CEntral 2-2417 (Okla.)
Pennsylvania, Philadelphia 47: R. L. Cunningham Electric Co., 843 S. Front St., DEwey 4-6800 (Del., D.C., Md.)
Tennessee, Chattanooga: Charles E. Chetty, 6907 Hickory View La., MAdison 9-5833 (Tenn.)
Tennessee, Memphis: James E. Clary, 62 Flicker, FAirfax 3-4055 (Ark., Miss., Tenn.)
Texas, Dallas 11: Walter J. Huemmer, 3503 Irwindell Blvd. (Texas)
Texas, Dallas 32: J. T. Jones, Route 1, Box 917, CAnal 4-2333 (Texas)
Texas, Houston: Ed Thornton, 2829 Sunset, MAdison 3-7731 (Texas)
Virginia, Richmond 25: C. C. Laney, 8424 Midlothian Pike, BRidge 2-0059 (Va.)

QUAKER CITY ELECTRICAL MFG. CO., 2810 E. Pacific St., Philadelphia 34, Pa.

QUEEN PRODUCTS CO., INC., 1234 Rowan St., Louisville 3, Ky.

Florida, Tampa 6: John R. Collins & Assoc., 1708 N. "A" St., Phone 84-6941 (Fla.)
Georgia, Atlanta: Walter S. Nash Co., 751 Chestnut St., N.W., P. O. Box 2544, Sta. D, TR 6-8071 (Ala., Ga., Tenn.)
Illinois, East St. Louis: Custer & Co., 235 N. 6th St., BRidge 1-5220 (Mo.)
Kansas, Kansas City 15: Robert L. Haizlip Co., 101 Bldg. B, 1401 Fairfax Tfcwy., MAyfair 1-4700 (Kans., Mo.)
Kentucky, Louisville 14: K. E. Jockell & Assoc., 910 Southview Rd., EM 6-4080 (Ky.)
Louisiana, New Orleans: Chester R. Lloyd Co., 1031 Magazine, JA 5-5226 (Ala., Ark., La., Miss., Tenn.)
North Carolina, Greensboro: Paul Sherrill, 808 Raleigh, P. O. Box 38, BRoadway 3-6163 (N. C., S. C., Va.)
Pennsylvania, Bethel Park: Gayle Lewis Assoc., P. O. Box 224, TEnnyson 5-8192 (W. Va.)
Texas, Houston 1: Brenner Electrical Sales, 305 Velasco, P. O. Box 51, CApitol 5-0766 (Okla., Texas)

R

R & I E EQUIPMENT DIV., I-T-E Circuit Breaker Co., Greensburg, Pa.

R T & E CORP., 1900 E. North St., Waukesha, Wis.
Alabama, Birmingham 9: Charles W. Ashby Co., 1827 28th Ave., S., TRemont 9-1651 (Ala., Fla.)
Florida, Orlando: E. J. Scanlan, 2610 Seabreeze Ct., GArden 5-8106 (Fla., Ga.)
Georgia, Doraville (Atlanta): H. L. Rush, 3486 Autumn Dr., GLendale 7-6150 (Ga., Tenn.)
Indiana, Indianapolis: R. H. Korman, 504 E. 48th St., ATwater 3-2015 (Ky.)
Iowa, Centerville: H. H. Grosz, 505 W. Lane St., Phone 1181 (Mo.)
Kansas, Leawood: I. C. McLain, 8204 Belinder Rd., Mitchell 9-0106 (Kans., Mo.)
Kentucky, Lexington: J. H. Warrington, P. O. Box 293, Phone 6-5814 (Ky., W. Va.)
Mississippi, Clinton: H. E. McCollum, P. O. Box 163, Phone 5691 (Ark., Miss., Mo.)
Missouri, Florissant: R. J. Johnson, 4 Winners Cir., WAlnut 1-3223 (Mo.)
New Mexico, Albuquerque: P. H. Leathem 146 Tyrone Dr., N.W., DIamond 4-6270 (Texas)
Oklahoma, Oklahoma City: E. A. Beatty, 5315 N. Shartel, VIctor 2-5066 (La., Miss., Okla.)
Oklahoma, Oklahoma City 20: G. A. Watkins, 1900 Westchester Dr., P. O. Box 10654, VI 2-7872 (Okla.)
South Carolina, Lexington: E. G. Redman, P. O. Box 321, ELgin 9-2311 (N. C., S. C.)
Texas, Dallas: Butler & Land, Inc., 5538 Dyer, P. O. Box 8085, EMerson 1-6631 (Ark., La., Okla., Texas)
Texas, Dallas 25: W. M. Dusenberry Co., 8400 Westchester Dr., Lingo Bldg., EMerson 3-1127 (Texas)
Texas, Lockhart: C. J. Hankamer, Route 1, Box 7B, EXpress 8-2635 (Texas)
Virginia, Arlington 9: F. D. Johnson, Rosslyn Sta., P. O. Box 9134, JAckson 2-1299 (Del., D.C., Md.)
Virginia, Richmond: R. P. Stockdell, 4601 W. Franklin St., ELgin 9-5420 (Va.)

RAB ELECTRIC MFG. CO., INC., 605 E. 132nd St., New York 54, N. Y.
Florida, Miami 42: Deco Sales Assoc., 3615 N.W. 47th St., NE 5-1308 (Fla.)
Kentucky, Louisville 7: A. L. Pickens Co., 1925 Buttonwood Rd., JU 3-5518 (Ky.)
Louisiana, New Orleans 19: Orlick-Kolmaister, 2536 Poydras St., JA 5-7934 (Ala., Ga., La., Miss., N. C., S. C., Tenn., Texas, Va.)
Maryland, Baltimore 15: Bloom Assoc., 3000 Ridgewood Ave., LI 2-1633 (Md., Va.)
Ohio, Cleveland: Popkin Bros., 1440 W. 10th St., MAin 1-1042 (W. Va.)

RADAR FLUORESCENT CO., 220 Schenectady Ave., Brooklyn 13, N. Y.

RADCOR, INC., P. O. Box 432, Fostoria, Ohio
Florida, Clearwater: J. J. Galleher Co., 617-A Cleveland St., P. O. Box 1376, Phone 446-7706 (Fla.)
Georgia, Atlanta 24: Applebee-Church, Inc., 1958-A Monroe Dr., N.E., P. O. Box 13485, Sta. "K", TRinity 5-7244 (Ala., N. Fla., Ga.)
Louisiana, Baton Rouge: Ross & Pethtel, Inc., 635 Laurel St., Phone 342-9874 (S. Ark., La., Miss.)
Maryland, Baltimore 18: Paul V. Renoff Co., 333 E. 25th St., HOpkins 7-3280 (D.C., Md., N. Va.)
Missouri, Kansas City 8: Conrow Co., 2522 Summit St., VIctor 2-3306 (Kans., N.W. Mo.)
Missouri, St. Louis 1: C. B. Fall Co., 317 N. 11th St., CHestnut 1-2433 (Mo.)
North Carolina, Charlotte 2: Ranson, Wallace & Co., 116½ E. Fourth St., EDison 4-4244 and FRanklin 5-1044 (N. C., Va.)
Ohio, Cincinnati 8: The Smysor Co., 1046 Delta Ave., TRinity 1-0605 (Ky.)
Pennsylvania, Bala-Cynwyd: J. V. Calhoun Co., 349 Montgomery Ave., MOhawk 4-6113 and GReenwood 3-4477 (Del.)
Pennsylvania, Pittsburgh 6: Woessner-McKnight Co., 1310 Highland Bldg., 115 S. Highland Ave., EMerson 1-2900 (W. Md., W. Va.)
South Carolina, Columbia: Applebee-Church, Inc., 2817 Millwood Ave., Phone 256-6057 (S. C.)
Tennessee, Nashville 4: H. R. Miles & Assoc., 2500-B Franklin Rd., CYpress 2-7016 (N. Ala., Tenn.)
Texas, Dallas 26: L. R. Ward Co., 3009-11 Canton St., RIverside 8-9004 (Ark., W. La., Okla., Texas)

RADIANT ELECTRIC HEAT CO., 2515 S. Grand, E., Springfield, Ill.

RADIANT GLASS DISTRIBUTORS, Springfield, Ill.

RADIANT HEAT ENTERPRISES, INC., P. O. Box 268, Short Hills, N. J.

RADIANT LAMP CORP., 300 Jelliff Ave., Newark 8, N. J.
Georgia, Atlanta 9: Kennon & Johnson, 7 Camden Rd., N.E., TRinity 4-5566 (Ala., W. Fla., Ga.)
New Jersey, Newark 8: David Forman, 300 Jelliff Ave., BIgelow 3-6850 (Del., D.C., Md.)
Texas, Dallas 26: Stephens Sales Agency, 830 Exposition, TAylor 4-8821 (Okla., N. Texas)
Texas, Houston 3: Arthur H. Swartz Co., 2120 Polk Ave. at Hutchins, CApitol 8-6666 (S. Texas)
Virginia, Salem: Lynn H. Morris, P. O. Box 349, DUpont 9-5798 (E. Tenn., Va., Southern W. Va.)

RADIO CORP. OF AMERICA, 24 Murdock St., Canonsburg, Pa.

RADIO CORP. OF AMERICA, Communications Products Dept., Canonsburg, Pa.

RADIO FREQUENCY LABORATORIES, INC., Powerville Rd., Boonton, N. J.
Florida, Atlantic Beach: Dickerson Engrg. Sales Co., Inc., 28 Seminole Rd., CH 6-3868 (Ala., Fla., Ga., Ky., N. C., S. C., Tenn. Va.)
New Jersey, Boonton (Twp.): Richard M. Treible, Powerville Rd., DEerfield 4-3100 (Del., D.C., Md., W. Va.)
Texas, Dallas 6: Datatrol Co., 5636 Yale Blvd., EMerson 1-2656 (Ark., La., Okla., Texas)

RADIX WIRE CO., 26260 Lakeland Blvd., P. O. Box 4292, Noble Branch, Cleveland 32, Ohio
Florida, West Palm Beach: Palco Electrical Sales, P. O. Box 6343, JUstice 2-9719 (Fla.)
Georgia, Atlanta 9: Paul Noe and Co., 1920 Buford Hwy., TRinity 3-1613 (Ala., Ga.)
Indiana, Indianapolis: R. O. Whitesell & Assoc., 6620 E. Washington St., FLeetwood 9-5374 (Ky.)
Kansas, Kansas City: Richard Mercer, 1810 Walker, MAyfair 1-5405 (Kans.)
Kansas, Wichita 8: Walter Zimmerman, P. O. Box 3621, Munger Sta., MUrray 3-3161 (Kans.)
Louisiana, New Orleans 10: Al Levin & Assoc., Inc., 301 Gaiennie St., Phone 524-8489 (La., Miss.)
Missouri, St. Louis: R. E. Myers and Son, 506 Louderman Bldg., MAin 1-2743 (Mo.)
Oklahoma, Tulsa: W. H. Paschen, 2291 E. 21st St., RI 2-8278 (Okla.)
Pennsylvania, Pittsburgh 35: Gregory & Flynn, 11201 Frankstown Rd., CHurchill 2-2442 (W. Va.)
Texas, Dallas: Fain Assoc., 2434 S. Harwood, HA 1-3587 (Ark., Texas)

RAMBUSCH DECORATING CO., 40 W. 13th St., New York 11, N. Y.
Alabama, Birmingham 13: James R. Fuller, 3821 S. Cove Dr., TRemont 1-3046 (Ala.)
Florida, Jacksonville: Robert G. Ford, 1620 E. Adams St., ELgin 3-1197 (Fla.)
Florida, South Miami 43: James A. Foerster, 6721 S.W. 68th Ter. (Fla.)
Florida, Tampa: George N. Jack, P. O. Box 2126, Phone 4-5825 (Fla.)
Georgia, Forest Park: Oren M. Ruff, Jr., P. O. Box 91, POplar 7-6737 (Ga.)
Kentucky, Louisville 7: C. Vance Terrell, 3510 Winchester Rd., P. O. Box 7393, TWinbrook 5-4140 (Ky.)
Louisiana, New Orleans 12: Paul Hogan, Jr., 342 International Trade Mart, JAckson 2-2123 (Ala., La., Miss.)
Maryland, Silver Spring: George Maloomian, 10901 Jarboe Ave., HEmlock 4-7900 (D.C., Md., Va.)
Mississippi, Jackson 5: James F. Branson, 220 Magruder Bldg., P. O. Box 1642, FLeetwood 4-1025 (Ark., La., Miss.)
Missouri, Kansas City 8: M. H. Burwell, 2601 Cherry St., BAltimore 1-0868 (Kans.)
Missouri, St. Louis 10: E. H. Lauth & Assoc., 1501 Hampton Ave., MIssion 5-3345 (Mo.)
North Carolina, Charlotte 2: Ladson Massey, 307 Builders Bldg., EDison 3-0434 (N. C., S. C.)
North Carolina, Raleigh: Roy A. Palmer, Jr., P. O. Box 10022, VAnce 8-4801 (N. C.)
Ohio, Cincinnati 37: H. C. King & Assoc., P. O. Box 2585, 1720 Section Rd., REdwood 1-4049 (Ky., W. Va.)
Oklahoma, Oklahoma City 6: Paul Sheline, 1715 Linwood Blvd., FOrest 5-8549 (Okla.)
Pennsylvania, Philadelphia 6: Hopkin Bros., Inc., 120 N. 7th St., WAlnut 5-8367 (Del.)
South Carolina, Myrtle Beach: M. Breeden Moore, Jr., HI 8-3843 (S. C.)
Tennessee, Knoxville 18: L. H. Edenfield, 4401 Fulton Dr., P. O. Box 5305, MUrray 7-2130 (Ga., Tenn.)
Tennessee, Memphis 11: H. Sidney Chilton, Jr., P. O. Box 6263, FAirfax 7-0324 (Ark., Miss., Tenn.)
Tennessee, Nashville 4: Joe L. Booker, 1710 Hayes St., ALpine 4-8102 (Tenn.)
Texas, Dallas 2: H. A. Auchter, 102 Thomas Bldg., RIverside 2-3075 (Texas)
Texas, Houston 36: Joe W. Hale, 7042 Sharpcrest, GY 4-4394 (Texas)
Texas, Lubbock: Stewart O. Norris, P. O. Box 446, POrter 5-7820 (Texas)
Virginia, Richmond 25: Earl V. Dagenhardt, P. O. Box 8834, ELgin 8-2533 (Va.)
Virginia, Roanoke: John C. Manos, P. O. Box 4307, DIamond 4-4387 (N. C., Va.)

RAMCO MANUFACTURING & ENGINEERING, 5413 N.E. Columbia Blvd., Portland 18, Oregon
Georgia, Atlanta 17: Robert S. Bernhardt & Assoc., 2592 Tupuelo St., S.E. (Ga.)

RAMSET, Winchester-Western Div., Olin, 289 Winchester Ave., New Haven 4, Conn.
Florida, Summerfield: John M. Buchanan, Route No. 1, ATwater 8-2307 (Fla., Ga.)
Georgia, Atlanta: Building Fasteners of Georgia, Inc., 700 Hemphill Ave., N.W., TRinity 2-5956 (Ga.)
Indiana, Indianapolis: Miles I. Bauman, 522 E. 56th St., CLifford 1-1345 (Ky.)
Louisiana, New Orleans 12: R. J. Marchand & Co., Inc., 315 Magazine St., Phone 529-5262 (La.)
North Carolina, Charlotte 3: Acoustics, Inc., 2501 S. Blvd., JAckson 3-4316 (N. C.)
North Carolina, Charlotte 9: Richard S. McKinley, 932 Burnley Rd., Phone 523-0919 (N. C., S. C., Tenn.)
Ohio, Columbus 12: Eugene T. Umpleby, 1841 Kenney Rd., HUdson 6-0958 (Ky., W. Va.)
Tennessee, Memphis: Edmond P. Gavin, 5283 Dee Ave., Phone 682-2074 (Ala., Ark., La., Miss., Tenn.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Texas, San Antonio: Ace Supply Co., 1111 Austin St., CApitol 3-4268 (Texas)

RAPID ELECTRIC CO., INC., 2881 Middletown Rd., Bronx 61, N. Y.
District of Columbia, Washington 5: Henry C. Howells, 910 Washington Bldg., NAtional 8-2425 (D.C.)
Florida, Hialeah: Allied Plating Supplies, 4348 E. 10th Ct. (Fla.)
Maryland, Baltimore 31: Seiler-Hughes Chem., Inc., 1411-13 Fleet St. (Md.)
Missouri, St. Louis: Sommers Brothers, 3439 N. Broadway, CHestnut 1-7343 (Mo.)
Texas, Houston 27: Southwestern Controls, 5633 Urbana, MOhawk 6-0386 (Texas)
West Virginia, Paynesville: Alva Horn (W. Va.)

RATTAN MANUFACTURING CO., P. O. Box 1745, New Haven 7, Conn. (See advertisement on page 98)
Florida, Miami 42: Deco Sales Assoc., Inc., 3615 N.W. 47th St., NEwton 5-1308 (Fla.)
Georgia, Atlanta 3: George R. Koeln & Co., 144 Walker St., S.W., MUrray 8-7077 (Ala., Ga., Tenn.)
Maryland, Glen Arm: Lawrence J. Daniels, Dulaney Valley Rd., LYric 7-7722 (D.C., Md.)
Missouri, Kansas City 11: The Charles L. Ward Co., 3433 Roanoke Rd., VAlentine 1-8895 (Kans., Mo.)
North Carolina, Charlotte: Hammond & Hasbrouck Co., P. O. Box 5033, EDison 2-7535 (N. C., S. C.)
Ohio, Cincinnati 2: O. H. Bromberg & Assoc., Inc., 561 Reading Rd., DUnbar 1-5728 (Ky.)
Pennsylvania, Pittsburgh 21: Detch Electric Sales Co., 2133 Chalfant St., CHurchill 1-5034 (W. Va.)
Pennsylvania, Upper Darby: Robert L. Clark, P. O. Box 195, KIngswood 3-0902 (Del.)
Texas, San Antonio 12: NuRo Co., P. O. Box 12187, Laurel Heights Sta. (Okla., Texas)
Virginia, Richmond 26: Hugh T. Snapp, 600 Horsepen Rd., ATlantic 2-5068 (Va.)

RAWLPLUG CO., INC., 200 Petersville Rd., New Rochelle, N. Y.
District of Columbia, Washington 18: W. F. Holtzman, 3424 18th St., N.E., LA 6-8288 (D.C., Va.)
Florida, Miami 37: D. O. Grattan, 1002 N.W. 36th St., NE 5-0291 (Fla.)
Georgia, Atlanta 13: Paul Eggli, 295 Hayden St., N.W., Phone 521-1897 (Ala., Fla., Ga., Tenn.)
Indiana, Indianapolis 22: J. L. Foster, 2526 W. 14th St., ME 7-6380 (Ky.)
Maryland, Baltimore 1: C. A. Mueller, Camden Warehouse, Camden & Eutaw Sts., MU 5-6980 (Del., Md.)
Missouri, Kansas City 9: R. K. Ward, 421 E. 33rd St., VA 1-0020 (Kans.)
Missouri, St. Louis 3: J. A. Brislane, 3330 Olive St., JE 3-9020 (Ark., Mo., Tenn.)
North Carolina, Charlotte 3: O. E. Thomas, 1331 S. Mint St., FR 5-5012 (N. C., S. C., Tenn.)
Ohio, Cincinnati 14: F. R. Prather, 2169 Spring Grove Ave., Phone 421-4499 (Ky.)
Texas, Dallas 2: J. Grattan, 1016 S. Lamar St., RI 7-0276 (La., Miss., Texas)
Texas, Houston 3: A. D. Smith, 3016 Polk Ave., FA 3-1179 (Miss., Texas)
Virginia, Norfolk 3: J. Woodward, 133 E. Chester St., JU 8-6043 (Va.)
West Virginia, South Charleston: K. S. Perry, P. O. Box 155, 5813, McCorkle Ave., S. W., PO 8-1001 (W. Va.)

RAY-O-VAC, 212 E. Washington Ave., Madison, Wis.
California, San Francisco 4: C. C. Chapman, 112 Sutter St., YUkon 2-9901 (La., Miss.)
New York, New York 19: R. B. Cook, 1775 Broadway, JUdson 2-0460 (Del., D.C.)
Tennessee, Memphis 4: F. A. Blake, 424 S. Hollywood St., FA 7-5627 (Ala., Ark., Fla., Ga., Kans., N. C., S. C., Tenn., Va., W. Va.)
Wisconsin, Madison: R. F. Gilbert, 317 W. Johnson St., ALpine 5-7201 (Mo., Okla.)

RAYTHEON CO., 1415 Boston Providence Turnpike, Norwood, Mass.

RAYTHEON MFG. CO., Equipment Marketing Div., Waltham 54, Mass.

READING BODY WORKS, 420 Gregg Ave., Reading, Pa.

READY-POWER CO., 11231 Freud Ave., Detroit 14, Mich.
Georgia, Atlanta 5: Richard Goff, 4679 Jett Rd., N.W., BLackburn 5-3233 (Ala., Ga., N. C., S. C.)
Louisiana, New Orleans 25: G. Hicks Edwards, 1625 S. Rendon St., UN 6-1155 (Ark., La., Miss.)
Missouri, St. Louis 17: J. Bowers, 1110 Brentwood Blvd., PArkview 5-4315 (Kans., Mo.)

REDI-BOLT, INC., 5334 Indianapolis Blvd., East Chicago, Ind.
Florida, Jacksonville 1: Harry A. Hoffner, P. O. Box 4346 (Ala., Fla., Ga., N. C., S. C.)
Indiana, East Chicago: Walter R. Anderson, 5334 Indianapolis Blvd., EXport 7-9292 (Kans., Ky., Mo.)
New Jersey, East Orange: Edwin C. Larson, 50 S. Munn St., P. O. Box 69 (Del., D.C., Md., W. Va.)
Tennessee, Nashville 3: Perry & Barr Co., 1717 W. End Blvd. (Ky., Miss., Tenn., Va.)
Tennessee, Nashville 3: Louis Williams & Co., Third National Bank Bldg. (Ark., La., Okla., Texas)

REDMOND CO., INC., 201 Monroe St., Owosso, Mich.
Texas, Dallas 6: William McGarvey, 210 Dyer Bldg., 5531 Dyer St., EMerson 8-4461 (Ark., Kans., La., Mo., Okla., Texas)

REED UNIT-FANS, INC., 501 North St. Patrick St., New Orleans 19, La.
Georgia, Atlanta 12: George W. Hendrix, 225 Moore St., S.E. (Ga.)
North Carolina, Charlotte 1: Manufacturers Marketing Service, P. O. Box 11367 (N. C., S. C.)
Oklahoma, Tulsa 14: Tri-States Sales Co., 2415 S. Norwood Ave. (Okla.)
Virginia, Richmond 26: Henderson Sales Co., P. O. Box 8315 (Md., Va., W. Va.)

REEVES PULLEY CO., Div. of Reliance Electric & Engineering Co., 1225 Seventh St., Columbus, Ind.

REGAL MFG. CO., 84 N. Fulton Ave., Pasadena 8, Calif.

RELIABLE ELECTRIC CO., 11333 Addison St., Franklin Park, Ill.
Florida, Tampa 9: L. K. Powley, 3921 Grand Central Ave., REdwood 7-3188 (S.E. Ala., Fla., Ga.)
Georgia, Atlanta 5: P. K. Rhoads, 3323 Peachtree Rd., N.E., CEdar 3-6223 (Ala., Fla., Ga., Ky., S.C., Tenn.)
Kansas, Prairie Village 15: J. L. Hodges, 7916 Outlook, NIagara 8-2404 (Kans., Mo., Okla.)
Missouri, Jefferson City: A. J. Hartv, 506 E. High St., P. O. Box 521, Phone 5-3619 (Ark., Miss., Mo., Tenn.)
New Jersey, Berkeley Heights: A. C. Kelley, 47 Saw Mill Dr., CRestview 3-4445 (Del., D. C., Md.)
North Carolina, Raleigh: M. M. Hicks, 2713 N. Lockmore Dr., TEmple 2-4778 (N. C., Va.)
Ohio, Cincinnati 40: Lloyd M. Price, 818 Cascade Rd., Phone 771-0104 (Ky., W. Va.)
Pennsylvania, Aliquippa, R. R. Meinert, 5632 Alan St., Clearview Estates, ESsex 8-3082 (W. Va.)
Texas, Dallas 29: W. H. Johnson, 10715 Royal Springs Dr., Box 30246, FLeetwood 7-4273 (La., Miss., Texas)
Texas, Houston 25: James C. Mitchell, 4114 Lemac St., MOhawk 6-0577 (La., Miss., Texas)

RELIANCE ELECTRIC & ENGINEERING CO., 24701 Euclid Ave., Cleveland 17, Ohio
Alabama, Birmingham 16: D. H. Gordon, 1312 Wayne Dr., TRemont 1-1287 (Fla., Ga., Miss., Tenn.)
Alabama, Birmingham 13: L. G. Richards, 3100 Starview Cir., TRemont 1-9440 (Fla., Ga., Miss., Tenn.)
Alabama, Birmingham 16: R. T. Willard, 1613 Stonewall Dr., VAlley 2-0530 (Fla., Ga., Miss., Tenn.)
Florida, Atlantic Beach: A. J. Stockslager, 1555 Selva Marina Dr., CHerry 6-2607 (Ala., Ga.)
Georgia, Atlanta 9: R. Bedford, 544 Plaster Ave., N.E., TRinity 5-0087 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Atlanta 5: T. C. Feathers, 5975 Brookgreen Rd., N.E., BLackburn 5-0495 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Atlanta 6: J. G. King, 1593 Folkstone Rd., N.E., MElrose 6-5565 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Atlanta 9: E. G. Orahood, 1900 Ardmore Rd., N.W., TRinity 4-1930 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Atlanta 6: S. W. Smith, 1502 N. Amanda Cir., N.E., MElrose 4-7302 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Chamblee: J. H. Chambers, 2614 Murai Dr., GL 7-9055 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Decatur: J. R. Cowan, 2726 Eastwood Dr., BU 4-0405 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Georgia, Tucker: B. Stinogel, 3642 Canadian Way, Phone 443-6516 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Kentucky, Louisville: Alfred Halliday, 2705 Riedling Dr., Apt. No. 2, TWinbrook 6-6250 (Ky., Mo., Tenn., Va., W. Va.)
Kentucky, Louisville: R. A. Harrington, 1502 Phyllis Ave., EMerson 7-6840 (Ky., Mo., Tenn., Va., W. Va.)
Kentucky, Louisville 7: G. A. Howell, 604 Breckinridge La., TWinbrook 5-2876 (Ky., Mo., Tenn., Va., W. Va.)
Kentucky, Louisville: J. L. Miller, 3219 Richard Ave., TWinbrook 5-1710 (Ky., Mo., Tenn., Va., W. Va.)
Louisiana, Baton Rouge: Donald Kenaley, 11664 Pamela Dr., WAlnut 4-2459 (Ark., La., Miss., Texas)
Louisiana, Metairie: S. J. Jerome, 113 Carnation Ave., VErnon 3-0946 (Ark., La., Miss., Texas)
Louisiana, New Orleans 22: Stanley B. Green, 5619 Paris Ave., EVergreen 0925 (Ark., La., Miss., Texas)
Louisiana, New Orleans 24: R. P. Harper, 324 22nd St., HU 8-3681 (Ark., La., Miss., Tenn.)
Louisiana, New Orleans: G. L. Johnston, 1637 S. Jeff Davis Pkwy., Phone 366-3852 (Ark., La., Miss., Texas)
Louisiana, New Orleans 18: W. H. Johnston, 560 Audubon St., UNiversity 6-6025 (Ark., La., Miss., Texas)
Louisiana, New Orleans 21: Louis LeMire, 727 Labarre Rd., VErnon 5-3913 (Ark., La., Miss., Texas)
Louisiana, New Orleans 15: Edward A. McLellan, 1650 Robert St., TWinbrook 1-0594 (Ark., La., Miss., Texas)
Louisiana, New Orleans 22: R. H. Moore, 6042 Pratt Dr., Phone 288-6435 (Ala., La., Miss., Tenn.)
Maryland, Baltimore: William G. Hoffman, Owings Mills P. O., HUnter 6-3383 (Del., Md., Va., W. Va.)
Maryland, Baltimore 12: C. J. Hedlick, 1660 Sherwood Ave., IDlewood 3-1018 (Del., D.C., Md., Va., W. Va.)
Maryland, Baltimore 12: A. C. Schettler, 731 Annesile Rd., DRexel 7-6336 (Del., D.C., Md., Va., W. Va.)
Maryland, Baltimore 10: Austin B. Taliaferro, 1208 W. Lake Ave., VAlley 5-9954 (Del., Md., Va., W. Va.)
Maryland, La Planta: R. Volante, Edelen Apts., St. Mary St. (Del., D.C., Md., Va., W. Va.)
Missouri, Berkeley City: Howard D. Hebebrand, 5908 Dowling Ave., JAckson 1-2997 (Ark., Kans., Mo., Tenn.)
Missouri, Crestwood 19: W. R. Miller, 905 Diversey Dr., WOodland 1-4697 (Ark., Kans., Mo., Tenn.)
Missouri, Ferguson 21: L. J. Maurer, 606 Chambers Rd., JAckson 1-0539 (Ark., Kans., Mo., Tenn.)
Missouri, Kansas City: Walter C. Carolan, 800 W. 59th St., DElmar 3-2909 (Ark., Kans., Mo., Tenn.)
Missouri, Kansas City: W. O. Metcalf, 6636 Swope Parkway, Apt. 5 (Ark., Kans., Mo., Tenn.)
Missouri, Kirkwood 22: F. Manson Gilbert, 12513 Big Bend Blvd., YOrktown 6-4266 (Ark., Kans., Mo., Tenn.)
Missouri, Mission: Walter J. Evans, 5538 Reeds Rd., HEndrick 2-4220 (Ark., Kans., Mo., Tenn.)
Missouri, Overland 14: H. Robert Olson, 9124 E. Milton, HA 8-3126 (Ark., Kans., Mo., Tenn.)
Missouri, Shawnee Mission: A. S. Kennedy, 4904 Glendale Rd., SKyline 1-1645 (Ark., Kans., Mo., Tenn.)
Missouri, St. Louis 26: V. H. Meenen, 10413 Wisteria La., VIctor 3-4732 (Ark., Kans., Mo., Tenn.)

Missouri, St. Louis 26: R. B. Reed, 9312 Buxton Dr., VIctor 3-7405 (Ark., Kans., Mo., Tenn.)
Missouri, St. Louis 21: Joseph E. Sieboda, 9054 McNulty Dr., HArrison 7-1231 (Ark., Kans., Mo., Tenn.)
Missouri, St. Louis 36: B. E. Tharpe, 2664 Netherton Dr., TUrner 6-0991 (Ark., Kans., Mo., Tenn.)
Missouri, Webster Groves: J. G. Frederiksen, 642 Lee Ave., WO 2-6344 (Ark., Kans., Mo., Tenn.)
North Carolina, Charlotte 9: A. W. Fairer, 4008 Rhodes Ave., Phone 366-5356 (N. C., S. C., Tenn., Va.)
North Carolina, Charlotte 9: J. W. Jordan, 6209 Netherwood Dr. (N. C., S. C., Tenn., Va.)
North Carolina, Charlotte 7: W. C. Prettyman, 1410 Audubon Rd., Phone 366-5744 (N. C., S. C., Tenn., Va., W. Va.)
North Carolina, Charlotte 3: W. F. Medearis, Jr., 215-B Wakefield Dr., FR 6-8664 (N. C., S. C., Tenn., Va.)
Ohio, Cincinnati 26: R. F. Roller, 3661 Glengary Ave. (Ky., Md., N. C., Tenn., Va., W. Va.)
South Carolina, Greenville: M. G. Hare, 14 Crestfield Rd., CRestwood 7-2339 (Ga., N. C., S. C.)
South Carolina, Greenville: C. D. Wright, 22 Broughton Dr., CEdar 5-5828 (Ga., N. C., S. C.)
Tennessee, Knoxville: R. M. Halliday, 536 Noelton Dr., Phone 588-6343 (Ala., Ark., Ga., Ky., Miss., Mo., Tenn., Va., W. Va.)
Tennessee, Memphis: W. Hardin, 1473 Madison Ave., P. O. Box 2327, BRoadway 6-8809 (Ala., Ark., Ga., Ky., Miss., Mo., Tenn., Va., W. Va.)
Tennessee, Memphis: E. R. Wesley, 1610 Carol Dr., EXpress 8-3246 (Ala., Ark., Ga., Ky., Miss., Mo., N. C., Tenn., Va.)
Texas, Amarillo: S. C. Covington, Amarillo Bldg. (Ark., La., Texas)
Texas, Dallas 6: Malcolm Drummond, 3737 McMillan, Apt. 104, TA 1-1870 (Ark., La., Texas)
Texas, Dallas 20: George J. Fix, Jr., 9910 Inwood Rd., EMerson 1-2468 (Ark., La., Texas)
Texas, Dallas 14: R. N. Hamilton, 6255 Oram, Apt. 209A, TA 3-6494 (Ark., La., Texas)
Texas, Dallas: Joe Huffman, 322 Circle Dr. (Ark., La., Texas)
Texas, Dallas: Hans Koppers, 7022 Wild Grove, DA 7-7057 (Ark., La., Texas)
Texas, Dallas 18: M. M. Morrow, 9646 Liptonshire Dr., DI 8-4357 (Ark., La., Texas)
Texas, Dallas: J. O'Keefe, 6447 Tulip La., EMerson 8-1847 (Ark., La., Texas)
Texas, Dallas: Martin Pursch, 2410 Nicholson Dr., HA 8-7454 (Ark., La., Texas)
Texas, Dallas 30: W. K. Schlotterbeck, 7120 Eudora Dr., EMerson 8-3468 (Ark., La., Texas)
Texas, Garland: A. R. Crews, Jr., 1802 Patricia La., BR 6-2448 (Ark., La., Texas)
Texas, Houston 24: W. H. Behnke, 10918 St. Mary's Lane, HOmestead 8-3161 (Ark., La., Texas)
Texas, Houston 27: C. V. Harp, 650 Electra Dr., HOmestead 8-6749 (Ark., La., Texas)
Texas, Houston 9: R. W. Storey, 1907 Tabor St., UN 2-3964 (Ark., La., Texas)
Texas, Mesquite: Larry Marin, 4852 Harper Dr., BR 9-4322 (Ark., La., Texas)
Virginia, Fairfax: H. A. Cirbee, 616 Berrit Rd., CR 3-0082 (Ky., Md., N. C., Tenn., W. Va.)
Virginia, Richmond 26: W. A. Harrell, 7811 Mayland Dr., AT 2-5754 (Ky., Md., N. C., Tenn., Va., W. Va.)
Virginia, Richmond: H. S. Hartness, Jr., 8903 Brawner Dr., ATlantic 2-2238 (Ky., Md., N. C., Tenn., Va., W. Va.)
Virginia, Richmond 25: R. C. Marchant, 8838 Chippenham Rd., ATlantic 8-5790 (Ky., Md., N. C., Tenn., Va., W. Va.)
Virginia, Richmond: C. Arthur Weaver, 7109 Hillsdale Dr., AT 8-0127 (Ky., Md., N. C., Tenn., Va., W. Va.)
West Virginia, St. Albans: R. J. Hillaride, 834 Hughes Dr., PArkway 7-8883 (Ky., Md., Va., W. Va.)

RELIANCE PRODUCTS CORP., 108 Mason St., Woonsocket, R. I.
Georgia, Atlanta: Cary Chapman & Co., 672 Whitehall St., S.W. (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Missouri, Kansas City 41: Curt H. Conrad & Co., P. O. Box 35 (Kans., Mo.)
Ohio, Cincinnati 37: Block & Cooper, 1050 Meta Dr. (W. Va.)
Texas, Houston 19: Robert Barr, 5417 Fayette (Ark., Okla., Texas)

RELIANCE TIME CONTROLS, INC., 1927 Mead St., Racine, Wis.
Arkansas, Russellville: Jack C. Sauls Co., 1307 W. Second (Ark.)
Florida, Fort Lauderdale: W. Chester Smith, 207 E. Broward Blvd. (Fla.)
Maryland, Baltimore 2: Clarence Lee Walker, National Marine Bank Bldg. (Del., D.C., Md.)
Oklahoma, Oklahoma City 12: Charles R. McRay Co., 4405 N. Barnes (Okla.)
Pennsylvania, Pittsburgh 24: John S. Ridinger, 4828 Liberty Ave. (W. Va.)
Texas, Irving: Jim Robertson & Co., 730 S. Wildwood Dr. (Texas)

REMINGTON ARMS CO., INC., 939 Barnum Ave., Bridgeport 2, Conn.

REMINGTON RAND UNIVAC, Division of Sperry Rand Corp., 315 Park Ave., S., New York 10, N. Y.
Alabama, Birmingham 3: H. Schnittker, 2216 5th Ave., N., FAirfax 2-3651 (Ala.)
Delaware, Wilmington 99: W. W. Swank, 1306 King St., P. O. Box 1206, OLympia 8-4135 (Del.)
Florida, Jacksonville 7: C. J. Risler, P. O. Box 1062, 215 S. Lamar St., EXbrook 8-5601 (Fla.)
Georgia, Atlanta 8: W. A. Campbell, Spring at Sixth St., P. O. Box 2201, TRinity 6-7581 (Ga.)
Kentucky, Louisville 5: E. A. Loritz, 1706 Bardstown Rd., GLendale 1-7755 (Ky.)
Louisiana, Baton Rouge 2: J. C. Rink, 2840 Florida Ave., P. O. Box 1549, Dickens 3-5731 (La.)
Maryland, Baltimore 2: W. J. Dunning, 535 St. Paul Pl., SAratoga 7-4610 (Md.)
North Carolina, Charlotte 1: R. E. Bayha, 908 S. Tryon St., P. O. Box 10061, FRanklin 6-2791 (N. C.)
North Carolina, Raleigh 2: J. F. Nance, 214 Hillsboro St., P. O. Box 9603, TEmple 2-3941 (N. C.)
Oklahoma, Oklahoma City 3: H. O. Brattebo, 216 N.W. Tenth St., CEntral 5-4411 (Okla.)
Tennessee, Memphis 3: H. C. Burnette, 341 Madison Ave., JAckson 7-0211, JAckson 7-0212, JAckson 7-0213 and JAckson 7-0214 (Tenn.)
Texas, Austin 2: T. B. McFarlin, 1003 West Sixth St., P. O. Box 2, GReenwood 8-4608 (Texas)
Texas, Dallas 1: H. M. Seibert, 2100 N. Akard St., RIverside 7-3111 (Texas)
Texas, Houston 1: J. E. Gaston, P. O. Box 324, CA 3-4751 (Texas)
Virginia, Charlottesville: G. M. Desper, 129 Tenth St., N.W., Phone 2-8358 (Va.)

REPUBLIC STEEL CORP., Steel & Tubes Division, 224 E. 131st St., Cleveland 8, Ohio
Florida, TAmpa 1: H. H. Smith, 707 Florida Ave., TAmpa 2-2651 (Fla.)
Georgia, Atlanta 9: J. H. Lippmann, 1375 Peachtree St., N.E., Phone 873-3841 (N. Ala., Ga., E. Tenn.)
Louisiana, New Orleans 16: Colcock-Strickland & Co., 609 Audubon Bldg., Phone 524-5531 (S. Ala., W. Fla., La., S. Miss.)
Maryland, Baltimore 31: M. G. Ridgley, 1320 Dalton Rd., NOrthfield 8-5844 (D.C., Md., Va.)
Missouri, Clayton 5: J. Schneider, 7751 Carondelet Ave., PArkview 6-2990 (E. Ark., N. Miss., Mo., W. Tenn.)
Missouri, Kansas City 5: J. N. McGinley, 416 Fairfax Bldg., HArrison 1-1195 (Kans., W. Mo.)
North Carolina, Charlotte: R. E. Smith, Jr., P. O. Box 10533, FRanklin 6-5531 (N. C., S. C.)
Ohio, Cincinnati 2: W. L. Pelz, 2701 Carew Tower, MAin 1-3965 (Ky., Tenn.)
Oklahoma, Tulsa 3: R. E. Hornak, 2001 Philtower Bldg., DIamond 3-6263 (Ark., Okla.)
Pennsylvania, Philadelphia 3: L. P. Lettinger, 920 Suburban Station Bldg., RIttenhouse 6-8900 (Del.)
Pennsylvania, Pittsburgh 37: Crescent Sales, Inc., 4830 McKnight Rd., FOrrest 4-3700 (W. Va.)
Texas, Dallas 7: Jack Morgan Co, Inc., P. O. Box 10755, RAndolph 8371 (W. La., Texas)

REVERE COPPER & BRASS, INC., 230 Park Ave., New York 17, N. Y.
Florida, Miami 42: 5750 N.W. 32nd Ct., NEwton 5-0406
Georgia, Atlanta 18: 1310 Ellsworth Dr., N.W., SYcamore 4-7628
Louisiana, New Orleans 12: 923 Howard Ave., JAckson 5-4259
Missouri, Kansas City 11: 34th St & Broadway, LOgan 1-8403
Missouri, St. Louis 8: 3615 Olive St., JEfferson 1-0300
Texas, Dallas 35: P. O. Box 35247, 8320 Chancellor Row, MElrose 1-4090
Texas, Houston 27: P. O. Box 22033, 3202 Weslayan St., MOhawk 7-9347

REVERE ELECTRIC MFG. CO., 7420 Lehigh Ave., Chicago 48 (Niles), Ill.
Alabama, Birmingham 12: Spurgeon-Brown Co., P. O. Box 3027-A, ALpine 1-9179 (Ala.)
Arkansas, Little Rock: Snoots-Wood Co., 2524 Blackwood Rd., MOhawk 6-1916 (Ark.)
Florida, Fort Lauderdale: Thomas A. Marshall & Assoc., P. O. Box 4616, Sunrise, LOgan 6-5723 (Fla.)
Florida, Mount Dora: Ken H. Hill, P. O. Box 217, EVergreen 3-2788 (Fla.)
Georgia, Atlanta 13: Charles L. Woodyard and Assoc., 161 Simpson St., N.W., JAckson 5-0511 (Ga.)
Illinois, East St. Louis: Custer and Co., 235 N. 6th St., BRidge 1-5220 (Mo.)
Indiana, Indianapolis 19: Virgil E. Marshall, 922 N. Audubon Rd., FLeetwood 7-6848 (Ky.)
Louisiana, Baton Rouge: Gregory-Salisbury and Co., Inc., 2621 Highland Rd., Dickens 2-2873 (La.)
Louisiana, New Orleans 12: Gregory-Salisbury and Co., Inc., 820 Julia St., Phone 524-5207 (La.)
Maryland, Baltimore 18: Dunlop Lighting, 12-14 E. 24th St., CH 3-4492 (Md., Va.)
Mississippi, Jackson: Gregory-Salisbury and Co., Inc., 350 N. Mart Plaza, EMerson 2-1671 (Ark., Miss.)
Missouri, Kansas City 5: Ewert Sales Engrg. Co., 1415 Pennsylvania Ave. (Kans., Mo.)
North Carolina, Charlotte 1: S. L. Bagby Co., P. O. Box 1125, Phone 334-2821 (N. C., S. C., Va., W. Va.)
Ohio, Cincinnati 2: Charles J. Leesman Sales Co., 406 Elm St., MAin 1-8624 (Ky.)
Oklahoma, Oklahoma City 14: Snoots-Wood Co., 1329 N.W. 91st St., VIctor 2-8118 (Okla.)
Pennsylvania, Pittsburgh 5: James A. Hodges Co., 2500 Baldwick Rd., WAlnut 2-2415 (W. Va.)
Pennsylvania, Springfield: J. P. LaKarnafeaux and Co., P. O. Box 221, KIngswood 4-3930 (Del.)
Tennessee, Memphis: Gregory-Salisbury and Co., Inc., 240 S. Parkway, E., WH 8-0496 (Tenn.)
Tennessee, Nashville 2: Collin Finney, P. O. Box 27, CYpress 2-4380 (Tenn.)
Texas, Dallas 15: Snoots-Wood Co., 2515 Clarence St., HA 8-5108 (Texas)
Texas, Houston 2: Snoots-Wood Co., 2310 Main St., JAckson 6-3093 (Texas)
Virginia, McLean: Dunlop Lighting, P. O. Box 462, EL 6-3005 (D.C., Va.)

REYNOLDS ELECTRIC CO., 3000 River Rd., River Grove, Ill.
Georgia, Atlanta 5: R. V. Curley, 115 Cliftwood Dr., N.E. (Ala., Fla., Ga., N. C., S. C., Tenn.)
New York, Woodhaven 21: C. F. Versfelt, 92-23 77th St. (Del., D.C., Md., Va., W. Va.)

REYNOLDS METALS CO., P. O. Box 2346, 6601 W. Broad St., Richmond 18, Va.
Alabama, Birmingham: Reynolds Metals Co., 942 Brown-Marx Bldg., FAirfax 2-6793 (Ala.)
Arkansas, Little Rock: Reynolds Metals Co., 406 Commercial National Bank Bldg., FRanklin 4-6472 (Ark.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

District of Columbia, Washington 6: Reynolds Metals Co., 503 World Center Bldg., NAtional 8-5336 (D.C.)
Florida, Coral Gables: Reynolds Metals Co., 3001 Ponce de Leon Blvd., HI 4-8245 (Fla.)
Florida, Tampa: Reynolds Metals Co., 1303-D S. Dale Mabry Dr., Phone 8-3145 (Fla.)
Florida, Winter Park: Reynolds Metals Co., 202 KnoWel Professional Bldg., MIdway 4-3530 (Fla.)
Georgia, Atlanta: Reynolds Metals Co., 1940 Monroe Dr., N.E., Phone 875-2731 (Ga.)
Kansas, Wichita 2: Reynolds Metals Co., 202 W. First St., AMherst 5-7245 (Kans.)
Kentucky, Louisville 1: Reynolds Metals Co., 2000 S. Ninth St., MElrose 4-1581 (Ky.)
Louisiana, New Orleans: Reynolds Metals Co., 2400 Canal St., Phone 524-5482 (La.)
Louisiana, Shreveport: Reynolds Metals Co., 425 Milam St., Phone 422-6163 (La.)
Maryland, Towson 4: Reynolds Metals Co., 200 E. Joppa Rd., VAlley 3-4141 (Md.)
Missouri, Kansas City: Reynolds Metals Co., 4900 Oak St., JEfferson 1-3536 (Mo.)
Missouri, St. Louis 5: Reynolds Metals Co., 225 S. Meramec, PArkview 6-5700 (Mo.)
North Carolina, Charlotte: Reynolds Metals Co., 1616 Central Ave., FRanklin 6-8549 (N. C.)
Oklahoma, Oklahoma City: Reynolds Metals Co., 2533 N.W. Tenth St., JAckson 5-7527 (Okla.)
Oklahoma, Tulsa: Reynolds Metals Co., 2651 E. 21st St., RIverside 3-1366 (Okla.)
Tennessee, Memphis: Reynolds Metals Co., 1426 Union Bldg., BRoadway 8-3041 (Tenn.)
Tennessee, Nashville 3: Reynolds Metals Co., 1717 West End Ave., CHapel 2-5694 (Tenn.)
Texas, Dallas: Reynolds Metals Co., 100 Exchange Park, N., FLeetwood 2-4874 (Texas)
Texas, Houston 25: Reynolds Metals Co., 6910 Fannin, JAckson 9-4805 (Texas)
Texas, San Antonio: Reynolds Metals Co., 1310 S. Brazos St., CApitol 6-6996 (Texas)
Virginia, Richmond 18: Reynolds Metals Co., 6601 W. Broad St., ATlantic 2-2311 (Va.)

RHODE ISLAND INSULATED WIRE CO., INC., 50 Burnham Ave., Cranston, R. I.
Tennessee, Chattanooga: Richter Sales Agents, Chattanooga Bank Bldg., AM 7-4260 (Ala., Ga., Tenn.)

M. H. RHODES, INC., 30 Bartholomew Ave., Hartford, 6, Conn.
Florida, Fort Lauderdale: Harry G. Jubell, 3037 Harbor Dr., Apt. 14, JAckson 4-4549 (Fla.)
Kansas, Wichita 8: Walter Zimmerman, P. O. Box 3621, Munger Sta., MUrray 3-3161 (Kans., Okla.)
Louisiana, New Orleans 12: Associated Manufacturers Agents, 900 Carondelet St., JAckson 2-6287 (La., Miss.)
Missouri, St. Louis 1: R. E. Myers & Son, 504-6 Louderman Bldg., 317 North Eleventh St., MAin 1-2743 (Ark., Mo.)
North Carolina, Charlotte 9: C. C. Niedringhaus, 5338 Murrayhill Rd., JAckson 3-0558 (N. C., S. C.)
Ohio, Cincinnati 2: Phister & Riggs, Inc., 709 Temple Bar Bldg., GArfield 1-3850 (Ky.)
Pennsylvania, Chester: Allan G. Tyson, 9 W. Third St., TRemont 6-7161 (Del., Md.)
Pennsylvania, Pittsburgh 12: Nypenno Sales Co., 502 Chestnut St., FAirfax 1-6263 (W. Va.)
Tennessee, Nashville: F. & L. Sales & Service Co., 1015 W. Kirkland Ave., P. O. Box 5127, COngress 2-0471 (Ala., Ga., Tenn.)
Texas, Dallas 35: J. Y. Schoonmaker Co., Inc., P. O. Box 35266, 5328 Redfield Ave., MElrose 1-8480 (Texas)
Virginia, Richmond 35: Charles C. Laney Agency, 8424 Midlothian Pike, BRidge 2-0059 (D.C., Va.)

PHIL RICH FAN MFG. CO., INC., P. O. Box 8038, 2900 Caroline, Houston 4, Texas (See advertisement on page 90)
Alabama, Birmingham: G. R. "Mac" McKenzie, P. O. Box 20165, Phone 822-3838 (Ga.)
Alabama, Mobile: Tom Ellis, 208 S. Broad (Ala.)
Florida, St. Petersburg: Sam Bulce, 5167 18th Ave., N. (Fla.)
Louisiana, New Orleans: J. H. Roan, P. O. Box 23083, Phone 721-0221 (La., Miss.)
Missouri, Kansas City: Robert D. Mathews, 206 Dartmouth Rd. (Kans., Mo.)
South Carolina, Columbia: B. W. Kirby, 3615 Verner St. (S. C.)
Texas, Dallas 30: George W. Zimmerman, 6227 Lakehurst (Ark., Okla.)
Virginia, Charlottesville: Robert A. Broan, P. O. Box 1264 (N. C., Va.)

J. R. RICHARDS CO., P. O. Box 482, Carnegie, Pa.
Florida, Coral Gables 46: J. H. Akerman, 813 Sistina Ave., FRanklin 9-4086 (Fla.)
Georgia, Atlanta 18: Walter S. Nash, 751 Chestnut St., N.W., TRinity 6-8071 (Ala., Ga., Miss., Tenn.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 and PLaza 3-0112 (Kans., W. Mo.)
Missouri, St. Louis 10: Fred P. Walter Co., 4030 Chouteau Ave., JEfferson 1-6262 (E. Mo.)
North Carolina, Charlotte: R. Marion Pickard, P. O. Box 2523, 215 W. Bland St., FRanklin 5-7426 (N. C., S. C.)
Pennsylvania, Carnegie: Joseph T. Luxbacher, P. O. Box 482, WAlnut 1-8455 and WAlnut 1-8456 (W. Va.)
Texas, Dallas 35: W. H. "Jack" McAdams Co., 6115 Denton Dr., FLeetwood 2-1551 (Okla., Texas)
Virginia, Richmond 30: W. E. Sullivan Co., Suite S-116 The Mall, Willow Lawn, ATlantic 2-4291 and ATlantic 2-4292 (Va.)

RICHARDSON-ALLEN CORP., 116-15 15th Ave., College Point, L. I., N. Y.
District of Columbia, Washington 5: Andrew H. Baxter, Rm. 709 Albee Bldg., RE 7-2121 (Md., Va.)
Louisiana, New Orleans: Mid South Sales Co., 4424-B Earhart Blvd., P. O. Box 13032, TUlane 822-3030 (Ala., Fla., La., Miss.)

RICHTER METALCRAFT CORP., 160 E. 1st St., Mt. Vernon, N. Y.

RIDGE TOOL CO., 400 Clark St., P. O. Box 670, Elyria, Ohio
Florida, Hialeah: Gordon Henderson, 15 Eucalyptus Dr., TU 8-4436 (Fla.)
Georgia, Atlanta: John Wall, 3915 Vermont Rd., CE 7-9598 (Ala., Ga., S. C.)
Kentucky, Louisville 20: Henry T. Radican, 2904 Englewood, Phone 458-5760 (Ky., Tenn., Va., W. Va.)
Louisiana, Metairie: J. W. Showacre, 2617 Nebraska Ave., Phone 721-3223 (Ark., La., Miss., Texas)
Ohio, Shaker Heights 20: M. M. Fried, 2525 Kemper Rd., Apt 305, GArfield 1-1656 (Ky., W. Va.)
Oklahoma, Tulsa: R. C. Chamberlin, 2626 E. 33rd St., RIverside 7-6004 (Okla., Texas)
Texas, Houston: L. C. Richardson, 5655 Cheena (Kans., Mo.)
Virginia, Annandale: Frank Ronan, 7600 Mayfield Ct., CLearbrook 6-6940 (Del., D.C., Md., N. C., Va.)

RIPLEY CO., INC., 1 Factory St., Middletown, Conn. (See advertisement on page 217)
Georgia, Atlanta: H. K. Dewees Co., P. O. Box 8276, Sta. F. (Ala., Fla., Ga., N. C., Tenn.)
Kentucky, Lexington: J. H. Warrington, P. O. Box 293, 1931 Fontaine Rd. (Ky., Western Va., W. Va.)
Maryland, Baltimore: Barrington Assoc., 33 South Gay St. (Del., D.C., Md., Va.)
Mississippi, Jackson: E. W. Cook, P. O. Box 1325, 1600 St. Ann St. (La., S. Miss.)
Missouri, Kansas City 10: L. G. Wendegatz Co., 4610 Troost Ave. (Kans., W. Mo.)
Missouri, St. Louis 10: Graybar Electric Co., Inc., 600 South Taylor Ave. (Mo.)
North Carolina, Greensboro: Max I. Miller, P. O. Box 2826 (N. C., S. C.)
Oklahoma, Oklahoma City: Star Electric Co., 515 North Kentucky (Okla.)
Pennsylvania, Pittsburgh 12: Graybar Electric Co., Inc., 900 Ridge Ave. (W. Va.)
South Carolina, Columbia: Perry-Mann Electric Co., 901 Taylor St. (S. C.)
Texas, Dallas 26: Graybar Electric Co, Inc., 717 Latimer St. (N. La., Texas)
Texas, Houston 3: Graybar Electric Co., Inc., 1702 Cullen Blvd. (E. La., S. Miss., S.E. Texas)
Virginia, Richmond: Graybar Electric Co., Inc., 10 South Sixth St. (N. C., N. S. C., Va.)

RIVERSIDE MFG. CO., P. O. Box 30, Moultrie, Ga.
Alabama, Birmingham 16: U. D. Tidwell, Jr., 913 Delcris Dr., TRemont 9-9477 (N. Ala.)
Alabama, Montgomery: A. Everett Sanders, 1374 Beaumont Dr., AMhurst 4-5702 (S. Ala.)
Arkansas, Little Rock: P. L. Amerson, 69 Garfield Cir., MOhawk 3-4382 (Ark., Mo., Okla.)
Florida, Coral Gables: James M. Stewart, 2623 Alhambra Cir., Highland 3-6187 (S. Fla.)
Florida, Jacksonville: D. E. Freeman, 7111 Salamanca Ave., FLanders 9-3092 (N. Fla., S. Ga.)
Georgia, Atlanta: C. E. Morgan, 81 Mt. Paran Rd., N.W., BLackburn 5-2533 (N. Ga.)
Georgia, Moultrie: Arnold K. Lester, 1115 11th St., S.E., YUkon 5-1780 (S. Ga.)
Georgia, Moultrie: John J. Rucker, Route 6, YUkon 5-6451 (Del., Md.)
Kentucky, Lexington: Carl W. Ham, 2023 Rambler Rd., Phone 7-5670 (Ky.)
Louisiana, Baton Rouge: Vernon H. Dunnegan, 9089 Cefalu Dr., Phone 357-8376 (La., E. Texas)
Mississippi, Meridian: C. E. Carithers, Jr., 3228 14th Ave., Phone 482-1484 (Miss.)
North Carolina, Charlotte: W. L. Myers, 2201 Charlotte Dr., FRanklin 5-1842 (N. C.)
South Carolina, Columbia: L. B. McLaughlin, Apt. E-3, Highland Apts., 3800 West St., Phone 252-9187 (S. C.)
Tennessee, Knoxville: Henry J. Poss, 707 Wesley Rd., West Hills, Phone 8-8001 (E. Tenn.)
Tennessee, Memphis 17: Guy L. Stone, 516 Gerald Rd., FAirfax 3-2419 (W. Tenn.)
Virginia, Danville: Floyd Fletcher, 1168 S. Main, SWift 2-3300 (D.C., Va., W. Va.)

ROBBINS & MYERS, INC., 2400 Frisco, Memphis, Tenn.

ROBBOY ELECTRIC MFG. CO., 5900 Euclid Ave., Cleveland 3, Ohio
Florida, Miami 69: J. D. "Jack" Healy, 18900 N.W. 8th Ave. (Fla.)

ROBERT MFG. CO., INC., 99 Dell Glen Ave., Lodi, N. J.

ROBERTS MFG. CO., 426 E. Shaffer St., P. O. Box 177, Cleburne, Texas
Florida, Daytona Beach: Phillip Altavilla, 1134 Lewis Dr., CLearwater 3-6998 (Ala., Fla., Ga.)
Missouri, St. Louis: Jack Root, 20 Frederick La., WOodland 2-2542 (Mo.)
South Carolina, Greenville: Jim Seel, 15 Oeland Dr., CEdar 9-5306 (Ala., Ga., N. C., S. C., Tenn.)
Texas, Cleburne: Gordon Eggers, 3925 Fourth St., PLaza 5-0567 (Ky., W. Va.)
Texas, Cleburne: Finis Jackson, 1105 W. Chambers, MI 5-6681 (Ark., Miss., Texas)
Texas, Cleburne: Marvin Schmidt, 1214 Loma Alta Pl., MIlton 5-6681 (Ala., Kans., La., Miss., Okla., Texas)
Virginia, Richmond 26: Bert Bodner, 5205 Monument, ATlantic 2-3153 (D.C., Md., Va., W. Va.)

ROCKBESTOS WIRE & CABLE CO., Div. of Cerro Corp., Nicoll & Canner Sts., New Haven 4, Conn.
Alabama, Birmingham 9: Edward J. Parker, 1929 Cahaba Rd., TRemont 9-1562 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Missouri, Clayton 5: George J. LaBreacht, 8000 Bonhomme Ave., Rm. 319, PArkview 1-2498 (Kans., Mo., Tenn.)
Ohio, Cleveland 15: Carl R. Trau, 2829 Euclid Ave., CHerry 1-7111 (Ky.)
Pennsylvania, Pittsburgh 19: J. S. Rashba, 2319 Koppers Bldg., ATlantic 1-4486 (Ky., W. Va.)
Texas, Houston 6: James H. McKee, 3400 Montrose Blvd., JAckson 3-1260 (Ark., La., Miss., Okla., Texas)
Virginia, Arlington: John P. Kingman, 2000 16th St., N., JAckson 4-8188 (Del., D.C., Md., Va.)

RODALE MFG. CO., INC., 6th & Minor Sts., Emmaus, Pa. (See advertisement on page 34)
Alabama, Birmingham 9: William Broughton, 303 Hampton Dr., TRemont 1-3291 (Ala.)
Florida, Miami 35: Meyer Sales Service, Inc., 2726 West Flagler, HIghland 3-9418 (Fla.)
Georgia, Atlanta 5: Cullen Adams, 3224 Peachtree Rd., N.E., Phone 231-1608 (Ga.)
Indiana, Evansville: Ted Taliaferro, 10½ S.E. First St., HArrison 5-3479 (Ky.)
Louisiana, New Orleans: David Marx, 1716 S. Jefferson Davis Pkwy., UNiversity 6-2718 (La., Miss.)
Missouri, Kansas City: Douglas Gale, 407 K. C. Merchandise Mart, BArclay 1-8918 (Kans., Mo.)

North Carolina, Charlotte 7: James Schwarz, 4137 Pineview Rd., EMerson 6-1147 (N. C., S. C., Tenn.)
Ohio, Brecksville 41: Henry Cole, 1013? Echo Hill Dr., JAckson 6-4200 (W. Va.)
Pennsylvania, Emmaus: Henry Baumgartner, P. O. Box 306, WOodring 5-4332 (Del., D.C., Md., Va.)
Texas, Richardson: Samuel Dunlap, 536 Pittman St., ADams 5-7804 (Okla., Texas)

ROHM & HAAS CO., Washington Sq., Philadelphia 5, Pa.
Georgia, Atlanta 9: T. M. Hamilton, Rohm & Haas Co., 1430 W. Peachtree St., N.W., TRinity 5-7809 (Ala., Fla., Ga., Miss., S. C., Tenn.)
Missouri, Kansas City 11: W. F. Condon, Rohm & Haas Co., 4324 Main St., LOgan 1-6821 (Kans., Mo.)
Ohio, Cleveland 16: G. S. Oblinger, Rohm & Haas Co., 20575 Center Ridge Rd., EDison 3-0920 (Ky., W. Va.)
Pennsylvania, Philadelphia 5: W. T. Reedy, Washington Sq., WA 5-9860 (Del., D.C., Md., N. C., Va.)
Texas, Dallas 6: C. B. Pyle, Rohm & Haas Co., 6300 N. Central Expressway, EMerson 3-1683 (Ark., La., Okla., Texas)

ROLATAPE, INC., 1741 14th St., P. O. Box 1190 Santa Monica, Calif.
Delaware, Wilmington: Wilmington Blue Print Service, 843 Tatnall St. (Del.)
District of Columbia, Washington 5: George F. Muth Co., Inc., 1332 New York Ave., N.W. (D.C.)
Florida, Jacksonville: Harry Tehan, Jr., P. O. Box 2762, 5824 Beach Blvd. (Ala., Fla., Ga., S. C.)
Maryland, Baltimore 1: The Hirshberg Co., 214 W. Franklin St. (Md.)
North Carolina, Greensboro: Harry Tehan, III, 1010 Oakmont Ave. (Ky., N. C., Tenn., Va., W. Va.)

ROLL-A-REEL, INC., 4630 Reading Rd., Cincinnati 29, Ohio
Florida, Clearwater: Besco Electric Supply, 703 Franklin St. (Fla., Ga.)
Georgia, Atlanta 7: Charles H. McFee, 1020 Clifton Rd., N.E. (Fla., Ga., Tenn., W. Va.)
Louisiana, Baton Rouge: Baton Rouge Electrical Supply, 3715 Plank Rd., P. O. Box 148 (La., Mo., Texas)
Missouri, St. Louis 15: Broderick & Bascom Rope Co., 4203 Union Blvd. (La., Mo., Texas)
Tennessee, Memphis: Tennessee Valley Electric Supply, 296 Adams Ave. (Fla., Ga., Ky., Tenn.)

ROME CABLE DIV. OF ALCOA, Ridge St., Rome, N. Y.
Alabama, Birmingham 13: William B. Carruthers, P. O. Box 7424A, TRemont 9-8641 (Ala., W. Fla.)
Florida, Hialeah: Thomas R. Tate, Jr., P. O. Box 1056, TUxedo 5-2726 (Fla.)
Florida, Tampa 9: Henry Kaufer, P. O. Box 10768, Phone 8-4391 (Fla.)
Georgia, Atlanta 9: F. Doyle Rucker, 1615 Peachtree St., N.E., TRinity 5-7441 (Ga.)
Louisiana, New Orleans 12: C. Drewry Blair, 1225 Whitney Bldg., JAckson 2-3372 (La., Miss.)
Maryland, Baltimore 2: George C. Davies, 1007 Commercial Credit Bldg., MUlberry 5-3660 (D.C., Md.)
Missouri, Kansas City 5: James J. Leonard, 2300 Power & Light Bldg., VIctor 2-2822 (Kans., Mo.)
Missouri, St. Louis 8: James S. Scheppach, 10th Fl., Continental Bldg., FRanklin 1-6700 (Ark., Ky., Mo., Tenn.)
North Carolina, Charlotte 2: William W. Rambo, 1000 Wachovia Bank Bldg., EDison 4-9751 (N. C., S. C.)
North Carolina, Raleigh: G. Dale Boyd, 243 Phillips Bldg., TEmple 2-1396 (N. C., S. C.)
Oklahoma, Oklahoma City 3: William D. Barwick, 111 N.W. 23rd St., JAckson 5-1537 (Okla.)
Tennessee, Chattanooga 2: M. Bob Bartlett, 1205 Volunteer Bldg., AMherst 7-6585 (E. Tenn., Va.)
Texas, Dallas 1: Charles W. Beck, 1900 Fidelity Union Tower, RIverside 1-6291 (Okla., N. Texas)
Texas, Houston 2: Jack N. Bardin, 1310 Texas Eastern Bldg., CApitol 5-0711 (Texas)
Virginia, Richmond 30: David C. McMahon, 908 N. Thompson St., ELgin 3-5551 (Va.)
West Virginia, Huntington: Thomas Orlovsky, Jr., 1915 Eleventh Ave., JAckson 3-5414 (Ky., Md., Va., W. Va.)

ROTO-BEAM, 1755 N. Keeler Ave., Chicago 39, Ill.

ROYAL ELECTRIC CORP., 95 Grand Ave., Pawtucket, R. I. (See advertisement on page 73)
Alabama, Birmingham: Cary Chapman & Co., 2516 Eighth Court, N., FAirfax 3-5236 (Ala., N.E. Ark., Tenn.)
Arkansas, Little Rock: Mid-South Assoc., P. O. Box 328, SKyline 3-5770 (Ark.)
Florida, Miami 42: Suchman Assoc., Inc., 4010 N.W. 36th Ave., NEwton 5-5369 (Fla.)
Georgia, Atlanta 10: Cary Chapman & Co., 600 Trusco Way, S.W., PLaza 8-4506 (Ala., N.W. Fla., Ga.)
Louisiana, New Orleans: Cary Chapman & Co., 213 S. Front St., TUlane 5184 (La., Miss.)
Missouri, Kansas City 8: L. S. Gershon & Son, 2316 McGee Tfcwy., VIctor 2-3171 (Kans., Mo.)
Missouri, St. Louis 8: L. S. Gershon & Son, 4053 Lindell Blvd., JEfferson 5-6906 (Mo.)
North Carolina, Greensboro: Cary Chapman & Co., 1009 S. Elm St., BRoadway 3-9473 (N. C., S. C., S.W. Va.)
Ohio, Cincinnati 37: Block & Cooper, 1050 Meta Dr., REdwood 1-2196 (Ky., W. Va.)
Pennsylvania, Philadelphia: William B. Bleiman & Sons, 252 N. Third St., MArket 7-0152 (Del., D.C., N.E. Va.)
Texas, Dallas 7: Nuro Co., 6115 Denton Dr., FLeetwood 1-0406 (Okla., N. Texas)
Texas, Houston 3: Nuro Co., 2930 Commerce St., CApitol 5-6671 (S.E. Texas)
Texas, San Antonio 12: Nuro Co., 1927 N. St. Mary's St. (S.W. Texas)

ROYAL ELECTRIC MFG. CO., 1122 E. 87th St., Chicago 19, Ill.
Alabama, Birmingham: Rolla Beck, Beck Sales Co., P. O. Box 5824, Homewood Sta., TR 1-2992 (Ala., Fla., Ga.)
Florida, Stuart: P. L. Warren, Florida Power Industries, P. O. Box 464, AT 7-2904 (Fla.)
Kentucky, Owensboro: Sloane Griffin, Griffin Electric Co., Inc., Third & Walnut Sts., MU 3-4585 (Ky.)
Louisiana, New Orleans 19: Lyman C. Reed, Inc., P. O. Box 19466, HU 2-3106 (La.)
Tennessee, Nashville: John S. Baron, 715 Murfreesboro Rd., AL 1948 (Ark., Ky., Tenn.)
Texas, Abilene: W. O. Ansley, A. & A. Supply Co., 2457 Idlewild St., P. O. Box 950, OR 4-4575 (Texas)
Virginia, Roanoke: W. C. John, 3915 Winding Way Rd., Phone 342-3753 (N. C.)
West Virginia, Charleston 29: J. C. Ballowe, Charleston Electrical Supply Co., P. O. Box 2473, DI 6-0321 (W. Va.)

RUMAR HEATING CORP., 8624 S. 34th, Tacoma, Wash.

RUSSELL & STOLL CO., INC., 125 Barclay St., New York 7, N. Y. (See advertisement on page 101)
Alabama, Birmingham 9: Morrison & Stewart, 1929 Cahaba Rd., TRemont 1-0335 (Ala., Tenn.)
Florida, Orlando: Shannon Assoc., 1204 E. Colonial Dr., GArden 5-8520 (Fla.)
Georgia, Atlanta 3: C. W. Lehner Co., 270 Peachtree Bldg., N.W., JAckson 4-2274 (Ga.)
Kansas, Wichita 11: Central Sales Agency, 2717 Menlo Dr., MUrray 3-8215 (Kans., W. Mo.)
Kentucky, Louisville 5: J. Louis Weyhing, 1914 Rutherford Ave., GLendale 2-9971 (Ky.)
Maryland, Baltimore 2: J. Vernon Letmate, 334 St. Paul St., PLaza 2-4420 (D.C., Md.)
Missouri, St. Louis 10: Carl A. Froebel & Co., 1246 Hampton Ave., MIssion 7-1022 (E. Mo.)
North Carolina, Charlotte 4: Glenn & Larson of Carolina, Inc., 1321 E. Morehead St., Phone 334-3994 (N. C., S. C., E. Tenn.)
Pennsylvania, Philadelphia 7: Adelphia Electric Co., 125. N. Tenth St., WAlnut 2-0217 (Del.)
Pennsylvania, Pittsburgh 28: Barger & Martin, Inc., 729 Washington Rd., LOcust 3-5578 (W. Va.)
Tennessee, Memphis 16: C. J. Roderick & Co., 4951 Loch Lomond Dr., EXpress 7-1206 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 28: Jim Tuite Co., 9259 Vinewood Dr., DAvis 8-3529 (Okla., Texas)
Virginia, Richmond 27: Thomas P. Harris, Jr., 6037 Bonneau Rd. (Va.)

S

S & C ELECTRIC CO., 4435 Ravenswood Ave., Chicago 40, Ill.
Alabama, Birmingham 9: Charles W. Ashby Co., 1827 S. 28th Ave., TRemont 9-1651 (Ala., E. Tenn.)
Arkansas, Little Rock: Curtis H. Stout, Inc., 400 Shall St., FRanklin 4-8201 (Ark.)
District of Columbia, Washington 1: Bradley Co., Inc., 212 "H" St., N.W., REpublic 7-1300 (D.C., Md., Va.)
Florida, St. Petersburg 33: Engineer Sales Co., Inc., 2472 24th Ave., N., Phone 7-3927 and 7-3983 (Fla.)
Georgia, Atlanta 18: Roy E. Wilson Co., 1062 Northside Dr., N.W., TRinity 6-8833 (Ga.)
Indiana, Indianapolis 20: G. C. Pappas, 6349 Guilford Ave., CLifford 1-1575 (Ky.)
Louisiana, New Orleans 25: Curtis H. Stout of Louisiana, Inc., 953 S. Clark St., Phone 482-3183 (La.)
Mississippi, Jackson: Curtis H. Stout, Inc., 706 Electric Bldg., FLeetwood 4-4326 (Miss.)
Missouri, Kansas City 11: W. C. Milks, 3706 Broadway, LOgan 1-6700 (Kans., W. Mo., Okla.)
Missouri, St. Louis 17: A. T. Hawkins, 2200 S. Brentwood Blvd., WOodland 1-3381 (E. Mo.)
Pennsylvania, Philadelphia 4: Bradley Co., Inc., 3341 Arch St., EVergreen 2-4040 (Del.)
Pennsylvania, Pittsburgh 22: Muller, Harper & Assoc., Inc., 2410 First National Bank Bldg., ATlantic 1-4670 (W. Va.)
South Carolina, Columbia: Engineer Sales Co. of Carolina, 715 Woodrow St., ALpine 3-4004 (N. C., S. C.)
Tennessee, Memphis: Curtis H. Stout of Tennessee, Inc., 718 M & M Bldg., JAckson 6-7601 (W. Tenn.)
Texas, Dallas 1: John A. Schwenke and Russell Erickson, Fidelity Union Life Bldg., RIverside 2-7972 (Texas)

S & M LAMP CO., 2369 E. 51st St., Los Angeles 58, Calif.
Florida, Miami 45: Larry C. Grissom, 1951 S. W. 23rd Ter. (Fla.)
Georgia, Atlanta: C. C. Myrick, Jr., P. O. Box 95, Station D (Ala., Ga., S. C., Tenn.)
Texas, Dallas 6: Spies & Assoc., 5523 Dyer St. (Ark., La., Okla., Texas)

SAFETY ELECTRICAL EQUIPMENT CORP., 1187 Dixwell Ave., New Haven 14, Conn.
Missouri, St. Louis 1: Henry A. Sperry, 915 Olive St., Rm. 1214, MAin 1-2349 (Kans., Ky., La., Miss., Mo., Okla., Tenn., Texas)
New York, New York 7: Smith Meeker Engrg. Co. (Marine Equip. Only), 157 Chambers St., WOrth 4-5510 (Ala., Del., Fla., Ga., Ky., La., Md., Miss., N. C., S. C., Tenn., Va., W. Va.)

SALEM MFG. CO., 12 Proctor St., Salem, Mass.
North Carolina, Charlotte: Donald A. Marsden, 1331 S. Mint St., FRanklin 5-5012 (N. C., S. C., Tenn., Va.)

SANGAMO ELECTRIC CO., 11th & Converse Sts., Springfield, Ill. (See advertisement on page 77)
Alabama, Birmingham: E. M. Dennett, 4015 Montclair Rd., TRemont 1-5846 (Ala.)
Arkansas, Fort Smith: Interstate Electric Co., Branch Office, 36 S. 4th St. (Ark.)
Arkansas, Little Rock: Arkansas Electric Co., Markham & Scott Sts., FRanklin 2-3446 (Ark.)
Arkansas, Little Rock: Tenn. Valley Elec. Supply Co., 1200 Spring St., FRanklin 5-7345 (Ark.)
Arkansas, Texarkana: Interstate Electric Co. 307 E. Front St., P. O. Box 1078 (Ark.)
District of Columbia, Washington 5: Rumsey Electric Co., 1425 "H" St., N.W., REpublic 7-8117 (D.C.)
Florida, Miami 57: J. E. Burney, Jr., 9280 S. W. 166th Territory, CEdar 5-2421 (Fla.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Georgia, Atlanta 3: R. H. Fleming, 270 Peachtree St., N.W., Rm. 1216, 12th Fl., Phone 525-9714 (Ala., Fla., Ga.)
Kansas, Shawnee Mission: B. W. Dickerman, 5606 Belinder Ave., SKyline 1-0300 (Kans., Mo.)
Louisiana, New Orleans 24: George A. Hoffman, 5705 Canal Blvd., HUnter 6-3037 (Ark., La., Miss.)
Louisiana, Shreveport: Interstate Electric Co., 1419 Culpepper, P. O. Box 1094, LAkeside 3-6131 (La.)
Missouri, St. Louis 1: C. B. Fall Co., Louderman Bldg., 317 N. 11th St., CHestnut 1-2433 (Mo.)
North Carolina, Charlotte 7: E. C. Whittaker, 332 Hempstead Pl., EDison 4-0053 (N. C., S. C., Tenn.)
Ohio, Cincinnati 15: Paul A. Erley, 52 Forest Ave., VAlley 1-2061 (Ky.)
Oklahoma, Oklahoma City 20: James G. Richardson, Jr., 2716 Northampton Pl., VIctor 2-8150 (Okla.)
Pennsylvania, Philadelphia 5: Rumsey Electric Co., 1007 Arch St., P. O. Box 357, MArket 7-6900 (Del., D.C., Md., Va., W. Va.)
Tennessee, Memphis 1: Tenn. Valley Electric Supply Co., 296 Adam Ave., P. O. Box 384, JAckson 5-2777 (Ala., Ark., Ky., Miss., Tenn.)
Tennessee, Nashville 2: Tenn. Valley Elec. Supply Co., 6th Ave., S. & Clark Pl., P. O. Box 1133, ALpine 5-3563 (Tenn.)
Texas, Dallas 1: C. W. Ingraham, 1301 Fidelity Union Life Bldg., RIverside 7-1490 (Texas)
Texas, Dallas 1: Raymond K. Johnson, 1301 Fidelity Union Life Bldg., RIverside 7-1490 (Texas)
Texas, Houston 25: Lee W. Black, 4007 Bellaire Blvd., MAdison 3-9533 (Texas)
Texas, Longview: Interstate Electric Co., 418-26 E. Nelson St., P. O. Box 911 (Texas)
Virginia, Richmond 21: Rumsey Electric Co., 2910 W. Moore St., ELgin 5-4379 (Va.)
Virginia, Roanoke: Rumsey Electric Co., 609 S. Jefferson St., DIamond 3-5339 (Va.)

SCHAEFER BRASS & MFG. CO., 2601-07 Ohio Ave., St. Louis 18, Mo.

SCHENECTADY VARNISH CO., INC., 500 Congress St., P. O. Box 1046, Schenectady 1, N. Y.
Georgia, Atlanta 18: Electrical Insulation Suppliers, Inc., 500 Means St., N.W., JAckson 5-2707 (Ala., D.C., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Illinois, Park Ridge: A. O. Doherr, 625 N. Washington St., TAlcott 3-6545 (Mo.)
Kentucky, Louisville 3: E & H Electric Supply Co., 626 S. Twelfth St., JUniper 7-0991 (Ky.)
New Jersey, Hasbrouck Heights: George E. Borthig, 241 Lincoln Ave., ATlas 8-3305 (Del., D.C., Md., Va.)
Ohio, Lakewood 7: R. M. Henry, 17450 Lake Ave., ACademy 1-2881 (W. Va.)
Oklahoma, Oklahoma City: John H. Cole Co., 1825 Main St., CE 2-3171 (Ark., Kans., Okla., Texas)
Pennsylvania, Pittsburgh 21: Earl B. Beach Co., Verona Rd., P. O. Box 8623, CH 2-0400 (Del., Md., W. Va.)
Texas, Dallas 15: Southern Electric Sales Co., P. O. Box 9444 (Texas)

SCIENTIFIC ELECTRIC, 105-119 Monroe St., Garfield, N. J.

SEA GULL LIGHTING PRODUCTS, INC., 2520 Morris St., Philadelphia, Pa.
Florida, Miami 42: Jules J. Dreyfuss' Sons, 1361 N.W. 23rd St. (Fla.)
Georgia, Atlanta 3: Jules J. Dreyfuss' Sons, 324 Peters St., S.W. (Ala., Ga.)
Louisiana, New Orleans: John R. Dennis, 3116 Prythania St. (La., Miss.)
North Carolina, Charlotte 5: George N. LePierre, 2705 Shamrock Dr. (N. C., S. C.)
Oklahoma, Tulsa: Tri-States Sales Corp., 2415 S. Norwood Ave. (Ark., Okla.)
Pennsylvania, East McKeesport: T. W. McKernon, 109 Union Ave. (W. Va.)
Pennsylvania, Oreland: Ronald Taylor, 2005 Quill La. (Va.)
Pennsylvania, Philadelphia 31: Manny Ruben, 822 Dover Rd. (Del., D.C., Md.)
Pennsylvania, Philadelphia 43: A. Schwinger, 6002 Cobbs Creek Parkway (Ark., La., Okla., Texas)
Tennessee, Nashville: James J. Burnett, 515 Brentlawn Dr. (Ky., Tenn.)

SEABOARD PRODUCTS CORP., Electric Heating Div., 191 Frelinghuysen Ave., Newark, N. J.

SEAL WIRE CO., 820 S. Lafayette St., Shelby, N. C.
Alabama, Birmingham 3: Belcher & Assoc., Inc., 512 N. 18th St., FA 2-1733 (Ala.)
Florida, Jacksonville 11: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RAymond 4-7811 (Fla.)
Florida, Miami 32: Belcher & Assoc., Inc., 61 N.E. 2nd St., FR 1-1700 (Fla.)
Florida, St. Petersburg 1: Belcher & Assoc., Inc., 710 Central Ave., Phone 7-7575 (Fla.)
Georgia, Atlanta 3: Belcher & Assoc., Inc., 68 Peachtree St., N.W., JAckson 5-4221 (Ga.)

SEAMLESS RUBBER CO., 464 Congress Ave., New Haven, Conn.
New York, New York: Roy E. Haberland, 212 Fifth Ave., MU 5-4922 (Del., Md., Va.)
Tennessee, Nashville: B. R. Thomas, 3405 Spring Brook Dr. (Miss., Tenn.)

J. B. SEBRELL CORP., 301 S. San Pedro St., Los Angeles 13, Calif.

SECO-LITE MFG. CO., 4916 Easton St., St. Louis 13, Mo.

L. J. SEGIL CO., 2500 W. North Ave., Chicago 47, Ill.

SERVALL CO., 3572 Gratiot Ave., Detroit 7, Mich.

SHALDA MFG. CO., INC., 156 W. Providencia Ave., P. O. Box 507, Burbank, Calif.
Louisiana, New Orleans: Chester R. Lloyd Co., 1031 Magazine St., JAckson 5-5226 (Ala., Ark., La., Miss., Tenn.)
Missouri, Kansas City 11: The Gaines Co., 435 Westport Rd., WEstport 1-5734 (Kans., Mo.)
Texas, Dallas 26: Gene Stephens Sales Agency, 4100 Commerce, TA 4-8821 (Okla., N. Texas)
Texas, Houston 21: Arthur H. Swartz, 2120 Polk Ave., CApitol 8-6666 (S. Texas)

H. B. SHERMAN MFG. CO., 22 Barney St., Battle Creek, Mich.
Georgia, Atlanta 13: Cobb & Lester, Inc., 171 Simpson St., N.W., MUrray 8-3191 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn., Va., Southern W. Va.)
Indiana, Auburn: G. M. Reno, 501 N. Van Buren, Phone 1210 (W. Va.)
Iowa, Des Moines 10: D. A. Hutchinson, 4116 Franklin Ave., BLackburn 5-5561 (Kans., Mo.)
Kentucky, Lyndon: Paul L. Taylor, 9207 Hunter Rd., TW 5-1131 (Ky.)
Pennsylvania, Lansdowne: H. S. Van Rensler, 337 Lincoln Ave., CLearbrook 9-4423 (Del., D.C., Md., Eastern W. Va.)
Texas, Dallas 7: R. B. Wilber, 106 Express St., RI 8-6145 (Ark., La., Okla., Texas)

SHERMAN & REILLY, INC., First & Broad Sts., Chattanooga 2, Tenn. (See advertisement on page 116)
(Request inquiries sent to address given)

SHERMAN MFG. CO., 4243 Easton Ave., St. Louis, Mo. (See advertisement on page 15)

SHUFORD MILLS CO., Hickory, N. C.

SHURITE METERS, 130 Wallace St., New Haven 8, Conn.
Florida, Winter Park: James Millar Assoc., P. O. Box 1603, MIdway 7-7407 Fla.)
Georgia, Atlanta 9: James Millar Assoc., 1036 Peachtree St., N.E., TR 6-0919 (Ala., Ga., N. C., S. C., Tenn.)
Maryland, Riverdale: Massey Assoc., 6607 Riverdale Rd., AP 7-1023 (D.C., Md., Va.)
Missouri, Kansas City 8: H. A. Roes & Co., 2601 Cherry St., BA 1-0866 (Kans., Okla.)
Pennsylvania, Narbeth: Massey Assoc., 529 Brookhurst Ave., MO 4-4200 (Del.)
Pennsylvania, Pittsburgh 34: Gene S. Root & Co., 733 Vallevista Ave., LO 1-4125 (W. Va.)
Texas, Dallas 2: The Crockett Sales Co., 2204 Griffin St., RI 8-8209 (Ark., La., Miss.)
Texas, Dallas 1: Lund & Co., 2215 N. Olive St., RI 8-8839 (Texas)

SIERRA ELECTRIC CORP., 15100 S. Figueroa St., P. O. Box 85, Gardena, Calif. (See advertisement on pages 203, 205 & 207)
Florida, North Miami Beach: J. T. Pearson, 1295 N.E. 182nd St., WIlson 7-1774 (Fla.)
Georgia, Albany: Frank Pearson, 1223 Baker Ave., HEmlock 5-3181 (Ala., Fla., Ga.)
Kansas, Kansas City 15: Stover-Andrews & Co., 1401 Fairfax Tfcwy., Bldg. A, FAirfax 1-3363 (Kans., Mo., Okla.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ark., La., Miss., Tenn.)
Maryland, Baltimore 18: John J. Rosché Associates, 30 E. 25th St., BE 5-2882 (Del., D.C., Md.)
North Carolina, Charlotte: Donald A. Marsden, 1331 S. Mint St., FRanklin 5-5012 (N. C., S. C.)
Ohio, Cleveland 14: Lusty-Thomson Co., 2140 Hamilton Ave., MAin 1-6900 (Ky.)
Pennsylvania, Bethel Park: Gayle Lewis Assoc., P. O. Box 224, 2402 Milford Dr. (W. Va.)
Texas, Dallas: Jim Randall Co., 1917 Levee St., RIverside 2-4341 and Riverside 2-2350 (Texas)
Virginia, Charlottesville: Robert A. Broan, 1513 Westwood Rd., P. O. Box 1264, Phone 2-5594 (Va.)

SIERRA ELECTRONIC CORP., Div of Philco Corp., 3885 Bohannon Dr., Menlo Park, Calif.
District of Columbia, Washington: Brimberg Assoc., 1343 "H" St., N.W., DEcatur 2-8009 (Del., D.C., Md., Va.)
Florida, Orlando: Bivins & Caldwell, P. O. Box 6941, CHerry 1-1091 (Fla.)
Georgia, Atlanta: Bivins & Caldwell, 3110 Maple Dr., N.E., Phone 233-1141 (Ala., Ga., Miss.)
Missouri, Kansas City: Lee Mark Assoc., P. O. Box 8467, NIagara 2-3313 (Kans.)
Missouri, St. Louis: Lee Mark Assoc., 2001 Big Bend Blvd., MIssion 7-1470 (Mo.)
North Carolina, High Point: Bivins & Caldwell, P. O. Box 5187, Phone 882-6873 (N. C., S. C., Tenn.)
Texas, Dallas: Earl Lipscomb Assoc., P. O. Box 7084, FLeetwood 7-1881 (Ark., La., Okla., Texas)
Virginia, Richmond: Bivins & Caldwell, P. O. Box 6514, ELgin 5-7931 (Ky., Va., W. Va.)

SIGNAL ELECTRIC DIVISION, King-Seeley Corp., 1915 Broadway, Menominee, Mich.

SILENT HOIST & CRANE CO., 841-877 63rd St., Brooklyn 20, N. Y.
North Carolina, Raleigh: Dillon Supply Co., 216 Southwest St. (N. C.)
Tennessee, Knoxville: Fidelity Sales Corp., 217 West Hill Ave. (Tenn.)
Texas, Dallas 15: P. A. Ross Machinery Co., 3120 Grand Ave. (Texas)
Texas, Houston: Main Lines Co., 1915 Noble St. (Texas)
Virginia, Alexandria: Central Motor Co., 610 N. Henry St. (D.C., Va.)

SILENT SIOUX CORP., 208 8th St., S.W., Orange City, Iowa
Florida, Tampa: E. E. Brammer Co., 3204 Bay to Bay Blvd., Phone 67-7061 (Fla.)
South Carolina, Columbia: Gama Assoc., Box 5453, ALpine 6-0454 (N. C., S. C.)

SILEPS, INC., P. O. Box 3721, 1501 N. Davidson St., Charlotte 5, N. C.
North Carolina, Charlotte 3: Sidney I. Spicer, 2100 E. 5th St., ED 5-2819 (Fla., Ga., N. C., S. C.)

SILVERLITE FIXTURE CO., 46 Lafayette St., Salem, Mass.

SILVRAY LIGHTING, INC., 100 W. Main St., Bound Brook, N. J.
Florida, Jacksonville 16: Robert G. Ford & Assoc., 7204 Poinciana Ave. (Fla.)
Florida, South Miami 43: James A. Foerster, 6721 S.W. 68th Ter., MOhawk 1-5488 (Fla.)
Florida, Tampa 5: George N. Jack, 1501 Second Ave., TAmpa 1-4585 (Fla.)
Georgia, Forest Park: Oren M. Ruff, Jr. & Assoc., P. O. Box 91, PO 7-4562 (Ga.)
Louisiana, New Orleans: William D. Faust, 833 Howard Ave., Rm. 602, JAckson 2-5791 (La., Miss.)
Missouri, St. Louis 23: Charles C. Koerner, 6932 Ravenscroft, PLato 2-9911 (Mo.)

North Carolina, Charlotte 2: Ladd Massey, 307 Builders Bldg., FRanklin 7-6936 (N. C.)
North Carolina, Raleigh: Roy A. Palmer, Jr., 816 Friar Tuck Rd., VA 8-4801 (N. C.)
South Carolina, Myrtle Beach: M. Breeden Moore, Jr., P. O. Box 3337, HI 8-3843 (S. C.)
Tennessee, Nashville: Collin Finney, P. O. Box 27, CYpress 2-4380 (Ala., Tenn.)
Texas, Dallas 6: Galvin Sales Co., 6222 North Central Expressway, EMerson 8-3878 (Texas)
Virginia, Richmond 25: Earl V. Dagenhardt, P. O. Box 8834, Forest Hill Sta., EL 8-2533 (Va.)
Virginia, Roanoke: John C. Manos, P. O. Box 4307, Grandin Road Sta., Phone 774-1200 (N. C., Va.)

SIMES CO., INC., 114-15 15th Ave., College Point 56, N. Y.
Alabama, Birmingham: Spurgeon-Brown, 3128 Roxbury Rd. (Ala., Ga., Tenn.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St., TUlane 5207 (Ala., Ark., La., Miss., Tenn.)
Maryland, Baltimore 29: Murray C. Nelson, 500 Kingston Rd., Wilkins 5-8466 (D.C., Md., Va.)
North Carolina, Charlotte: Harold H. Bothwell, 3933 Miriam Dr., ED 3-0770 (N. C.)
Ohio, Cincinnati 37: H. C. King & Assoc., 1720 Section Rd., REdwood 1-4049 (Ky., W. Va.)
Oklahoma, Oklahoma City: Floyd Wilson Co., 519 N.W. 9th St., CEntral 2-2417 (Okla.)
Pennsylvania, Flourtown: Conrad F. Bond, 1456 Bethlehem Pike, Chestnut Hill 7-6104 (Del.)
Texas, Dallas: W. J. Childers, 13619 Sprucewood Dr., ADams 9-2382 (Texas)

SIM-KAR LIGHTING FIXTURE CO., 3151-69 Weikel St., Philadelphia 34, Pa.
North Carolina, Hillsboro: Wayne P. Thomas, Route 1, Phone 8722 (N. C., S. C., Va.)

SIMPLEX WIRE & CABLE CO., 79 Sidney St., Cambridge 39, Mass.
Alabama, Birmingham 9: Morrison & Stewart; 1929 Cahaba Rd., TRemont 1-0335 (Ala.)
Florida, Tampa 9: E. L. Dobbins, 4613 El Prado Blvd., TAmpa 65-3291 (Fla., Ga.)
Georgia, Atlanta 3: Simplex Wire & Cable Co., 1231 Healey Bldg., JAckson 5-2959 (Ga., S. C.)
Louisiana, Metairie: John T. Woodward, 4016 Green Acres Rd., VErnon 4-4099 (Ark., La., Miss., Tenn.)
Missouri, St. Louis 1: Simplex Wire & Cable Co., 4 North 8th St., CHestnut 1-2466 (Mo.)
North Carolina, Raleigh: Charles F. Bloodworth, 2816 Fordham La., TEmple 4-9456 (S. C., Va.)
Texas, Dallas 18: Simplex Wire & Cable Co., 111 Professional Bldg., DAvis 1-6328 (Texas)
Texas, Houston 5: Simplex Wire & Cable, 2444 Times Blvd., JAckson 3-7486 (Okla., Texas)
West Virginia, Bluefield: A. W. Hageman, 2630 Valley View, DAvenport 7-5008 (W. Va.)

SIMPSON CO., 1060 E. 11th St., Oakland 6, Calif.

SIN-JIN PRODUCTS CO., 5236 Fairlawn Ave., Baltimore 15, Md.
Georgia, Atlanta 5: Harvey Waugh, 891 Virginia Ave., N.E., TR 4-3027 (Fla., Ga., Tenn.)
Maryland, Baltimore 12: Harry C. Maccubbin, 263 Rogers Forge Rd., DR 7-7962 (Md.)
New Jersey, Newark 4: Lonnie Tinfow & Co., 210 Sylvan Ave., HU 2-8603 (Md., Va.)

SLATER ELECTRIC, INC., 45 Sea Cliff Ave., Glen Cove, L. I., N. Y.
Alabama, Birmingham: Royce Brogdan, 2248 Pine Crest Dr., TR 9-6541 (Ala.)
Arkansas, Little Rock: James Venable, 2219 Arch St., MO 6-5748 (Ark., N. Miss.)
Florida, Miami: S. Suchman, 4010 N.W. 36th Ave., NE 5-5369 (Fla.)
Florida, Tampa: Leo Barney, 3518 Obispo St. (N. Fla.)
Georgia, Atlanta: William Bishop, 691 West Whitehall St., S.W., TR 9-6541 (Ga.)
Kentucky, Louisville: Richard Esterle, 3041 Rosedale Blvd., GL 4-0121 (Ky.)
Louisiana, New Orleans: J. A. Henderson, 6919 Deanne St., WH 4-2732 (La., S. Miss.)
Maryland, Baltimore: O. T. Hall, 2302 N. Charles St., HO 7-5359 (D.C., Md.)
Missouri, Kansas City: James Gatchell, 407 Broadway, BA 1-4716 (Kans., W. Mo.)
Missouri, St. Louis: Ralph Drenkhahn, 5932 Nagel St., PL 2-3463 (E. Mo.)
North Carolina, Charlotte: Gene Lombardi, 2712 Freedom Dr., EX 9-0425 (N. C., S. C., Va.)
Oklahoma, Tulsa: Don Hodges, 4407 S. Peoria, LU 5-8161 (Okla.)
Pennsylvania, Philadelphia: L. Philip Ertel, 780 S. 52nd St., GR 6-9300 (Del.)
Pennsylvania, Pittsburgh 33: Love-Haile Co., 1280 Ridge Ave., AL 1-3124 (W. Va.)
Tennessee, Nashville: E. Matthews, 714 Allison St., CH 2-7711 (Tenn.)
Texas, Dallas: Tom Hodges, 1336 Crampton St., RI 7-0051 (Okla., Texas)

SMITHCRAFT CORP., 217 Everett Ave., Chelsea 50, Mass. (See advertisement on page 43)
Arkansas, West Memphis: Malcolm Kucneman, 1113 Spears St., RE 5-3017 (Ark., Miss., Tenn.)
Florida, Miami 69: John D. Healy, 18900 N.W. 8th Ave., NAtional 1-3454 (S. Fla.)
Florida, St. Petersburg: Frank C. McPherson, 6417 7th Ave., N., Dickens 1-6361 (Fla.)
Georgia, Atlanta: W. J. Milner & Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Fla., S. C.)
Georgia, Atlanta: Perry G. Sessoms, Jr. & Assoc., 152 Nassau St., N. W., JAckson 4-7517 (Ga.)
Louisiana, Baton Rouge: B. I. Murphy, Jr., Associated Manufacturers Agents, Rm. 134, Florida Blvd., P. O. Box 4505, Audubon Sta., 353-5801 (La.)
Louisiana, New Orleans: Charles C. Kleinschmidt, Harry T. Bailey, Jr., Associated Manufacturers Agents, 900 Carondelet St., JAckson 2-6287 (Ala., Fla., La., S. Miss.)
Maryland, Baltimore 18: Richard Dunlop, Robert Kolby, Dunlop Lighting, 12-14 E. 24th St., CHesapeake 3-4492 (D.C., Md., Va., W. Va.)
Mississippi, Jackson: Dave Lanham, Associated Manufacturers Agents, 2124 Alta Woods Blvd., Phone 353-4241 (Miss.)
Missouri, Kansas City 11: The Gaines Co., 435 Westport Rd., WEstport 1-5734 (Kans., Mo.)
Missouri, St. Louis 17: James Hisserich, 2001 Big Bend Blvd., STerling 1-2001 (Mo.)
New Jersey, Blackwood: Robert B. McClave, 817 Jamestown Rd., Whitman Sq., CAnal 7-0361 (Del.)
North Carolina, Charlotte: Harold H. Bothwell, 3933 Miriam Dr., Phone 333-0651 (N. C., S. C.)
Ohio, Cincinnati 12: Wehner-Roshon Sales, 5706 Carthage Ave., MElrose 1-5622 (Ky.)
Oklahoma, Tulsa: Bert Nott, Robert Nott Co., 2532 E. Admiral Blvd., WEbster 9-0535 (Ark., Okla.)
Pennsylvania, Pittsburgh 21: J. A. Witter, 1029 Wood St., FRemont 1-3131 (W. Va.)
Pennsylvania, Springfield: Roy B. Delany, Jr., 436 Stanfield Rd., KIngswood 3-3851 (Del.)
Tennessee, Chattanooga: Charles A. Chetty, 6907 Hickory View La., MA 9-5833 (Ala., Ga., Tenn., Va.)
Texas, Dallas 8: Daniel J. Galvin, Galvin Sales Co., 6222 N. Central Expressway, EMerson 8-3878 (Texas)
Texas, Houston 2: Fred Copeland, Galvin Sales Co., 1607 Jefferson Ave., CApital 4-2981 (Texas)
Virginia, McLean: Stuart Dunlop, Dunlop Lighting, Box 462, ELmwood 6-3005 (D.C., Md., Va., W. Va.)
Virginia, Richmond 19: George E. Schraudt & Assoc., 202 E. Cary St., MIlton 8-0520 (Va.)

SMOOT-HOLMAN CO., 321 N. Eucalyptus Ave., P. O. Box 4097, Inglewood, Calif.
Louisiana, New Orleans 10: R. M. Ong, P. O. Box 1325, HUnter 6-1472 (Ala., Ark., La., Miss., Tenn.)
Texas, Dallas 6: Harold M. Spies, 5523 Dyer St., EM 8-5298 (Okla., N. Texas)
Texas, Houston 6: Robert E. Kirby, 2703 Kipling, JAckson 9-6457 (S. Texas)

SO-CAL ELECTRO PRODUCTS, INC., 4423 W. Jefferson Blvd., Los Angeles 16, Calif.
Texas, Dallas 4: Jim Meece, 2807 Allen, RIverside 7-0108 (N. Texas)
Texas, Houston 2: Barney Winkler, 776 M & M Bldg., FAirfax 6225 (S. Texas)

SOLA ELECTRIC CO., Div. of Basic Products Corp., 1717 Busse Rd., Elk Grove Village, Ill.
Florida, St. Petersburg: T. A. Haish, 450 24th Ave., N., P. O. Box 3971, Phone 7-3719 (Fla.)
Georgia, Atlanta 9: Hayes & Noe, 1920 Buford Hwy., TRinity 3-1613 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Illinois, Elk Grove Village: J. R. Shaffer, 1717 Busse Rd., HEmpstead 9-2800 (Ky., Mo.)
Missouri, Kirkwood 22: John Mawhiney & Assoc., 1284 Charmwood Dr., TAylor 2-7573 (Ark., Kans., Mo.)
Ohio, Cleveland 7: Don E. Henderson, 14235 Detroit Ave., LAkewood 1-8038 (Ky.)
Pennsylvania, Pittsburgh 21: R. G. Sidnell & Co., 675 Princeton Blvd., CHurchill 2-1476 (W. Va.)
Pennsylvania, Rydal: Henry Schaeffer Assoc., 1238 Lindsay La., TUrner 7-1518 and TUrner 7-1519 (Del., D.C., Md.)
Texas, Dallas: Robert E. Nesbitt Co., 1925 Cedar Springs, RIverside 7-4145 (Okla., Texas)

SOLAR CHICAGO CO., 6400 W. 66th St., Chicago 38, Ill.

SOLAR ELECTRIC CORP., Central Ave., Warren, Pa.

SOLAR LIGHT MFG. CO., 400 N. Ashland Ave., Chicago 22, Ill.
Florida, Orlando: Richard A. Gale, 2301 Howard Dr., MIdway 7-0584 (Fla.)
Georgia, Atlanta: Charles L. Woodyard & Associates, 161 Simpson St., N.W., JAckson 5-0511 (Ala., Ga.)
Louisiana, New Orleans 24: William L. Frank, 5920 Vicksburg St., HUnter 6-1550 (La., Miss.)
Maryland, College Park: Richard B. Murdoch, 7300 Baylor Ave., GRanite 4-5790 (D.C., Md.)
North Carolina, Charlotte: Lassiter Sales Co., P. O. Box 11014, FRanklin 5-5031 (N. C., S. C., Va.)
Texas, Bellaire 101: King Sales Co., P. O. Box 37, GYpsey 4-2865 (Texas)

SOLUX CORP., 58-17 28th Ave., Woodside 77, L. I., N. Y.

SONOCO PRODUCTS CO., Hartsville, S.C.

SORGEL ELECTRIC CO., 838 W. National Ave., Milwaukee 4, Wis. (See advertisement on page 112)
Florida, Fort Lauderdale: W. Chester Smith, 207 E. Broward Blvd., JAckson 4-7172 (Fla.)
Georgia, Atlanta 9: Osgood & Assoc., P. O. Box 7383, Station C, TRinity 5-7804 (Ala., Ga.)
Kentucky, Covington: H. E. Bracke, 43 Paul Hesser Dr., Lakeside Park, DIxie 1-5421 (Ky.)
Louisiana, Baton Rouge: Colcock-Strickland & Co., 2037 Rhodes Ave.
Louisiana, New Orleans 16: Colcock-Strickland & Co., 609 Audubon Bldg., Phone 524-5531
Maryland, Baltimore 17: Jerome K. Meyer, LAfayette 3-2728 (D.C., Md.)
Mississippi, Jackson: Colcock-Strickland & Co., 152 Chippewa Cir.
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 (Kans.)
Missouri, St. Louis 17: Charles H. Douglas, 1110 S. Brentwood Blvd., PArkview 1-4424 (Mo.)
North Carolina, Greensboro: Max I. Miller, P. O. Box 2826, BRoadway 3-7955 (N. C., S. C.)
Oklahoma, Oklahoma City 5: Paul Berry, P. O. Box 3266, State Capitol Sta., JAckson 4-3035 (Okla.)
Pennsylvania, Philadelphia 6: MacCallum-Gibb-Clisby, Inc., 28 South Delaware Ave., WAlnut 2-7282 (Del.)
Pennsylvania, Pittsburgh 20: Foster—McClinton, Inc., Woods Bldg., Cochran & Greentree Rds., LEhigh 1-7113 (W. Va.)
Tennessee, Memphis: Hal Beard, 173 S. Cooper St., BRoadway 4-1744 (Ark.)
Tennessee, Nashville 1: John S. Baron, P. O. Box 1271, AL 4-1948 (Tenn.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Texas, Houston 3: Glidden Engrg. & Equip. Co., 3802 Winchester St., CApital 4-6471 (Texas)
Virginia, Richmond 28: Marchant Industrial Sales Co., P. O. Box 9534, 2717 Maplewood Rd., ELgin 8-8466 (Va.)

SOUTHCO DIV., South Chester Corp., 254 Industrial Highway, Lester, Pa.
Florida, Orlando: A-Gen-Teers Enterprises, P. O. Box 7305, CYpress 3-6269 (Fla.)
Missouri, Kansas City 11: Clancey Co., 3527 Broadway, VOlunteer 3-2511 (Kans., W. Mo.)
Missouri, St. Louis 30: F. H. Ring Co., 7400 Pershing, VOlunteer 3-2511 (E. Mo.)
North Carolina, Charlotte 3: Piedmont Equipment Co., 114 Fairwood Ave., EDison 4-6823 (Ala., Ga., N. C., S. C., Tenn.)
Ohio, Cincinnati 37: D. J. Dorner, Southco Div., South Chester Corp., 1717 Section Rd., ELmhurst 1-2424 (Ky.)
Pennsylvania, Lester: D. E. Jones, Southco Div., South Chester Corp., LEhigh 4-1800 (D.C., Md., Va.)
Pennsylvania, Lester: A. C. Root, Southco Div., South Chester Corp., LEhigh 4-1800 (Del.)
Pennsylvania, Pittsburgh 28: Production Components Co., 1754 N. Highland Rd., LOcust 3-1888 (W. Va.)
Texas, Dallas 6: G. Steve Muethe, Southco Div., South Chester Corp., Suite 107, 5635 Yale Blvd., EMerson 3-5072 (Ark., La., Miss., Okla., Texas)

SOUTHEAST LIGHTING, INC., 521 E. 20th St., P. O. Box 1024, Charlotte 1, N. C.
North Carolina, Charlotte 1: R. L. Braswell, 521 East 20th St., P. O. Box 1024, FRanklin 6-1165 (N. C., S. C.)
North Carolina, Charlotte: C. N. Knapp, 521 East 20th St., P. O. Box 1024, FRanklin 6-1165 (N. C., S. C., Va.)

SOUTHERN CARBON BRUSH CO., INC., 9 18th St., S.W., P. O. Box 1710, Birmingham, Ala.
Alabama, Mobile: Bell & Co., 307 N. Royal St., HEmlock 2-5666 (Ala.)
Florida, Jacksonville 1: Turner Electric Works, 1020 E. 8th St., ELgin 3-3661 (Fla.)
Georgia, Macon: Wilson Electric Co., 557 Pine St., SH 2-8656 (Ga.)
Georgia, Savannah: Electrical Machinery Co., 246 E. Lathrop Ave., ADams 3-6606 (Ga.)
Louisiana, New Orleans 13: New Orleans Armature Works, 2311 Tchoupitoulas St., JAckson 2-9564 (La.)
Mississippi, Jackson: Power Electric Co., 1920 N. Mill St., FL 5-8361 (Miss.)
Mississippi, Vicksburg: Ludke Electric Co., 1120 Howard St., Phone 5690 (La., Miss.)
North Carolina, Charlotte 1: Armature Winding Co., 1001 W. 1st St., EDison 3-2158 (N. C.)
North Carolina, Charlotte 1: Southern Electric Service Co., Inc., P. O. Box 1437, ED 3-8431 (N. C.)
South Carolina, Charleston: Southeastern Supply Co., 10 Linguard St., RA 2-3827 (S. C.)
Tennessee, Chattanooga 8: Electric Motor Sales & Supply Co., 1207 E. 23rd St., MA 9-7361 (Tenn.)
Tennessee, Memphis 2: Shelby Electric Co., 108 E. H. Crump Blvd., WH 8-1546 (Tenn.)
Tennessee, Memphis 2: Tri-State Armature & Electrical Works, 321 E. Butler Ave., JAckson 7-8414 (Tenn.)
Tennessee, Nashville: Electric Service, Inc., 307 5th Ave., S., AL 4-3508 (Tenn.)
Texas, Galveston: Electric Supply Co. of Galveston, Inc., 2310-12 Mechanic Ave., Phone 5-6351 (Texas)
Texas, Houston 12: Texas Marine & Industrial Supply Co., 8106 Harrisburg Blvd., WA 3-9771 (Texas)

SOUTHERN ELECTRICAL EQUIPMENT CO., P. O. Box 3244, 308 W. Bland St., Charlotte 3, N. C.
Florida, Hollywood: Don P. McGarry, 7741 N.W. 25th St. (Fla.)
North Carolina, Charlotte 3: E. F. Baesel, 1217 Harding Pl., EDison 3-2811 (N. C., S. C.)
North Carolina, Charlotte 3: Engineered Equip. Sales, Inc., P. O. Box 3304, Phone 376-2695 (Va.)
Texas, Houston 17: Granger Engrg. Co., P. O. Box 12421, CA 5-4963 (Texas)

SOUTHERN LIGHTING MFG. CO., 501 Elwell St., Orlando, Fla.

SOUTHERN STATES EQUIPMENT CORP., Hampton, Ga.
Alabama, Birmingham 3: Belcher and Assoc., Inc., 512 N. 18th Ave., FA 2-1733 (Ala.)
Arkansas, Pine Bluff: Williamson Sales Co., Simmons Natl. Bldg., P. O. Box 3, JE 4-2530 (Ark.)
Florida, Jacksonville 11: Belcher and Assoc., Inc., 8751 Atlantic Blvd., RA 4-7811 (Fla.)
Florida, Miami 32: Belcher and Assoc., Inc., 61 N.E. 2nd St., FR 1-1700 (Fla.)
Florida, St. Petersburg: Belcher and Assoc., Inc., 710 Central Ave., Phone 7-7575 (Fla.)
Georgia, Atlanta 3: Belcher and Assoc., Inc., 34 Peachtree St., N.W., JA 5-4221 (Ga.)
Kentucky, Louisville 5: Shouse-Reed Co., 1534 Bardstown Rd., GLendale 1-6110 (Ky.)
Louisiana, New Orleans: Williamson Sales Co., 519 S. Peters St., JA 5-5423 (La.)
Louisiana, Shreveport: Williamson Sales Co., 104 Edwards St., Phone 4-6638 (La.)
Mississippi, Jackson 6: Williamson Sales Co., P. O. Box 4686, Fondren Sta., EM 2-1142 (Miss.)
Missouri, Kansas City 33: Williams and McKinley Sales Co., 10101 E. 65th St., FL 6-5700 (Kans.)
Missouri, St. Louis: E. S. Waterman, 496 Arcade Bldg., 812 Olive St., MAin 1-6705 (Ill., Mo.)
Tennessee, Knoxville: Claude E. Fox, P. O. Box 95, Phone 522-4404 (Tenn.)
Tennessee, Memphis 1: Southland Sales Agents, 1032 Falls Bldg., P. O. Box 165, JA 5-0142 (Ark., Ky., Miss., Tenn.)
Tennessee, Memphis 11: Williamson Sales Co., 3553 Walnut Grove Rd., GLendale 2-2004 (Tenn.)
Texas, Amarillo: Williamson Sales Co., 2404 W. 7th St., DR 2-7515 (Texas)
Texas, Beaumont: Williamson Sales Co., 45 Morrogh Dr., P. O. Box 3164, TErminal 2-1965 (Texas)
Texas, Corpus Christi: Williamson Sales Co., P. O. Box 52, ULysses 3-6054 (Texas)
Texas, Dallas 7: Williamson Sales Co., 340 Cole at Slocum Sts., RI 1-5831 (Texas)
Texas, Houston 20: Williamson Sales Co., 5541 Armour Dr., WA 1-2156 (Texas)
Texas, San Antonio: Williamson Sales Co., P. O. Box 1324, TA 6-6683 (Texas)

SOUTHERN WOOD PRESERVING DIV., Long Bell Lumber Co., Kansas City, Mo.

SOUTHWESTERN PLASTIC PIPE CO., Box 117, Mineral Wells, Tex. (See advertisement on page 96)
Arizona, Phoenix: M. B. Crawford, H. C. Crevasse, P. O. Box 6583, Phone 254-6701
Florida, Tampa 6: John R. Collins & Assoc., Inc., 1708 North "A" Street, Phone 254-6941
Mississippi, Jackson 8: Frank Willis, 3419 Marguerite Dr. (Ark., La., Miss., W. Tenn.)
Oklahoma, Tulsa: Arthur Johnson, 534 S. Owasso, RI 3-2072 (E. Kans., N. Okla.)
Texas, Dallas: Peabody Brothers, 2903 St. Louis St.
Texas, Houston: Joseph Baas, 7706 Marinette, BY 4-2708 (S.E. Texas)
Texas, Houston: Peabody Brothers, P. O. Box 684, FA 3-8385 (Texas)
Texas, Irving: Dale Talley, P. O. Box 1124, BL 3-4580 (S. Okla., E. Texas)
Texas, Lubbock: Curtis Ripley, 2121 64th St., SH 4-9291 (W. Kans., W. Texas)
Texas, Midland: Ben Darby, 118 S. Bentwood Dr., OX 4-1348 (S.W. Texas)

SOUTHWIRE CO., Fertilla St., Carrollton, Ga. (See advertisement on page 27)
Florida, Orlando: J. B. Floyd, 3709 Lochinvar La., GArden 4-6208 (Fla.)
Georgia, Carrollton: A. M. Arthur, Route 6, TErrace 2-3483 (Ala.)
Georgia, Carrollton: Frank Cook, 422 Oak Ave., TErrace 2-7853 (Ga.)
Georgia, Carrollton: Hank Ermler, c/o Southwire Co., TErrace 2-6311 (Ky., Tenn.)
Maryland, Towson 4: Roy J. Buress, 502 Stratford Ct., VAlley 5-6777 (Del., D.C., Md., N. Va.)
Mississippi, Jackson 4: John L. Marlow, 2913 Meadow Forest Dr., DRake 2-4030 (Ark., La., Miss.)
Missouri, Kansas City 14: Dean Clendenen Co., 8317 Terrace St., DElmar 3-8142 (Kans., Mo., Okla.)
North Carolina, Albemarle: James L. Harris, 619 Yadkin St., YUkon 2-1946 (N. C., S. C., S. Va.)
Ohio, Cleveland 18: Sidney Goldsmith, 3877 Bethany Rd., YE 2-0728 (W. Va.)
Texas, Waco: William M. Pope, 1124 Guthrie Dr., PLaza 6-3206 (Texas)

SPARTAN ELECTRIC RADIATOR CORP., 52-55 74th St., Maspeth 78, N. Y.
Florida, Coral Gables 46: Richard Vehon, 811 Parma Ave., MO 7-9000 (Fla.)
Missouri, Kansas City: Anderson Dorman, 1517 Oak St., HA 1-5989 (Kans., Mo., Okla.)
Ohio, Worthington: E. L. Slater, 6310 Linwood Rd., TUxedo 5-7877 (Ky., W. Va.)
Pennsylvania, Philadelphia 40: Kay Stark & Weisman, 3360 Germantown Ave., BAldwin 3-2220 (D.C., Md.)
South Carolina, Anderson: Al Weagle, 213 Bedford Ave., CAnal 6-2120 (Ga., N. C., S. C.)
Tennessee, Paris: Frank Mason Sales, P. O. Box 69 (Ala., Ark., Ky., Miss., Tenn.)
Texas, Houston: Albert Schnyder, P. O. Box 1092, 1304 Nance St., CApital 5-4272 (Texas)

J. H. SPAULDING CO., 3731 Dirr St., Cincinnati 23, Ohio
Florida, Fort Lauderdale: James W. Robertson, 3730 South West First Ct., LUdlow 1-7086 (Fla.)
Georgia, Atlanta 9: Robert E. Smith, 271 Colonial Homes Dr., N.W., TRinity 6-8638 (Ala., Ga., E. Tenn.)
New Jersey, Haddonfield: R. E. Magnell, 177 Upland Way, HA 9-1619 (D.C., Md.)
North Carolina, Charlotte 9: E. L. "Al" Shannon, 1513 Archdale Dr., JAckson 3-7137 (N. C., S. C.)
Ohio, Cincinnati: Wehner-Roshon Sales Co., 5706 Carthage Ave., MElrose 1-5622 (Ky.)
Pennsylvania, Broomall: Harry R. Wolf, Jr., 125 Harmil Rd., SH 7-7000 (Del.)
Tennessee, Memphis 6: Ransom-Roderick, Inc., 833 S. Third St., P. O. Box 10335, WH 8-3301 (Ark., W. Tenn.)
Texas, Dallas 6: Spies & Assoc., 5523 Dyer St., EMerson 8-5298 (N. Texas)
Texas, Houston: Robert E. Kirby Co., 2703 Kipling St., JA 6-1589 (S. Texas)
Virginia, Richmond 19: George E. Schraudt, Jr. & Assoc., 202 E. Cary St., MIlton 8-0520 (Va.)

SPEAR LIGHTING FIXTURE MFG. CO., 61 Clymer St., Brooklyn 11, N. Y.

SPECIALTIES MFG. CO., P. O. Box 3224, Knoxville, Tenn.

SPEEDWAY MFG. CO. DIV., Thor Power Tool Co., 1421 Barnsdale Rd., LaGrange Park, Ill.

SPEER CARBON CO., Theresia St., St. Marys, Pa.

SPERO ELECTRIC CORP., 18222 Lanken Ave., Cleveland 19, Ohio
Alabama, Birmingham 9: Gewin Tucker, P. O. Box 6006, FAirfax 4-5923 (Ala.)
Arkansas, Little Rock: Jack E. Greene, 7424 Illinois, MO 4-2696 (Ark.)
Florida, Miami Beach: David F. Byrnes, 901 89th St., Surfside 41, UNion 6-3962 (Fla.)
Georgia, Atlanta: Perry G. Sessoms, Jr., 152 Nassau St., N.W., JAckson 4-7517 (Ga.)
Louisiana, New Orleans 24: William Frank, 5920 Vicksburg St., HUnter 6-1550 (La.)
Maryland, Towson 4: Roy J. Buress, 502 Stratford Ct., VAlley 5-6777 (D.C., Md.)
Mississippi, Jackson 6: Fellmer Bean, P. O. Box 9604, Northside Sta., EM 6-2558 (La., Miss.)
Missouri, Kansas City 5: A. P. Rosenstock & Son, 401 E. 72nd Terrace, JAckson 3-7939 (Mo.)
North Carolina, Charlotte 3: G. M. Hogshead Co., P. O. Box 3391, 201 W. Worthington Ave., FR 5-5924 and ED 2-5637 (N. C., S. C.)
Oklahoma, Tulsa 14: Tri-States Sales Co., 2415 South Norwood Ave., TEmple 6-5342 (Ark., Okla.)
Tennessee, Memphis 4: Hal Beard, 173 South Cooper St., BRoadway 4-1744 (Miss., Tenn.)
Tennessee, Nashville: Campbell Smith Sales Agency, 3406 McGavock Pike, VE 2-1136 (Tenn.)

Texas, El Paso: Hollis R. Johnson, 5528 Timberwolf Dr., PR 8-2818 (Texas)
Texas, Houston 2: Texas Sales Representatives Co., 1315 McKinney, CA 8-5510 (Texas)
Virginia, Portsmouth: Hamer K. Spencer, 310 Snead Fairway, HUnter 8-3041 (Va.)

SPRAGUE ELECTRIC CO., Industrial Capacitor Div., Marshall St., North Adams, Mass.
Delaware, Wilmington: L. Walton Cline, 904 W. 24th St., OLy 2-5700 (Del., E. Md.)
Indiana, Indianapolis: R. O. Whitesell, Engineering Products, 6620 E. Washington St., FLeetwood 9-5374 or FLeetwood 9-5375 (Ky.)
Iowa, Davenport: E. J. Delarue, Allied Industries, P. O. Box 356, 2727 Middle Rd., Phone 355-6161 (N. Mo.)
Louisiana, New Orleans: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (S. Ala., Ark., W. Fla., La., Miss., W. Tenn.)
Missouri, Kansas City 13: James W. Frey Co., P. O. Box 7092, JAckson 3-4645 (Kans., W. Mo.)
North Carolina, Charlotte 3: Engineered Equip. Sales, Inc., P. O. Box 3304, Phone 376-2695 (N. C., S. C.)
Oklahoma, Oklahoma City: Paul Berry, Inc., P. O. Box 3266, State Capitol Station, JAckson 4-3035 (Okla.)
Tennessee, Knoxville: John G. Pettyjohn, P. O. Box 395, Phone 3-0111 (E. Tenn.)
Texas, Dallas 20: Harry A. Miller Co., 3931 W. Williamsburg Rd., FL 2-8733 (Texas)
Virginia, Salem: Lynn H. Morris, P. O. Box 349, DUpont 9-5798 (Va.)
West Virginia, Charleston 25: G. H. Zimmerman Co., Rm. 402, 1033 Quarrier Bldg., P. O. Box 1306, Dickens 2-2212 (E. Ky., Western Va., W. Va.)

SPERTI FARADAY, INC., Cooper-Hewitt Electrical Division, 720 Grand St., Hoboken, N. J.

SPILLITE, INC., 2076 Woodbridge Ave., Nixon, N. J.

SPRING CITY ELECTRICAL MFG. CO., Hall & Main Sts., Spring City 28, Pa.
Florida, Coral Gables: Anson Fyler Agency, 4210 Laguna St., P. O. Box 549, Highland 3-7042 (Fla.)
Georgia, Atlanta 9: Osgood & Assoc., Inc., 988 Spring St., N.W., Sta. C., P. O. Box 7383, TRinity 5-7804 (Ala., Ga., E. Tenn.)
Kentucky, Louisville: Arthur L. Ehlers Co., 703 Fetters Ave., JUniper 5-4679 (Ky.)
Louisiana, Metairie: George E. Anderson Co., Inc., 1319 Veterans Memorial Hwy., VErnon 1-3173 (La., S. Miss.)
Maryland, Baltimore 15: Specialty Electrical Sales Co., 4119 Hayward Ave., LIberty 2-4477 (Del., D.C., Md., Va.)
Missouri, Kansas City 8: Fleming & Co., 3021 Main St., PLaza 3-0111 and PLaza 3-0112 (Kans., W. Mo.)
Missouri, St. Louis 8: Arbeiter Co., 3721 Washington Ave., OLive 2-6995 (E. Mo.)
North Carolina, Greensboro: Wilson P. Byrd, 1920 Sullivan St., P. O. Box 6101, Summit Sta., BRoadway 3-5932 (N. C., S. C.)
Oklahoma, Oklahoma City 12: George E. Anderson Co., Inc., 5801 N. Bilen St., VIctor 2-2236 (Okla.)
Pennsylvania, Pittsburgh 28: H. William Petty, 10 Purchase Pl., Fieldbrook 1-7404 (W. Va.)
Tennessee, Memphis 8: George E. Anderson Co., Inc., 1526 N. Merton St., GLendale 8-1996 (Ark., N. Miss., W. Tenn.)
Texas, Amarillo: George E. Anderson Co., Inc., 1118 Smiley St., FLeetwood 5-2170 (Texas)
Texas, Dallas 2: George E. Anderson Co., Inc., 1901 Griffin St., Riverside 1-5931 (Texas)
Texas, Houston 3: George E. Anderson Co., Inc., 1015 Chartres St., CApitol 4-7231 (Texas)
Texas, San Antonio 1: George E. Anderson Co., Inc., 730 Alexander Hamilton Dr., PErshing 4-0867 (Texas)

SQUARE D CO., Executive Plaza, Park Ridge, Ill.
Alabama, Birmingham 9: R. A. Mingus, 1736 Reese St., P. O. Box 5965, TRemont 1-2191 (Ala.)
Arkansas, Little Rock: G. G. Tavel, 414 Pulaski St., FRanklin 4-2161 (Ark.)
Delaware, Wilmington 99: G. D. Brey, P. O. Box 161, OLympia 8-4261 (Del.)
Florida, Jacksonville 11: M. M. Graham, 6018 Arlington Expressway, P. O. Box 8101, RAymond 5-2822 (Fla., Ga., S. C.)
Florida, Miami 44: R. K. Penn, 3830 W. Flagler St., Highland 4-7160 and HIghland 4-7169 (Fla.)
Florida, Orlando: J. E. Woodall, 1029½ N. Mills St., P. O. Box 6488, GArden 2-0525 (Fla.)
Florida, Pensacola: M. S. Slepak, 1300 N. Pace Blvd., P. O. Box 5488, HEmlock 2-4188 (Ala., Fla., Miss.)
Florida, Tampa 7: D. H. Nickell, 3621 Chestnut, P. O. Box 4208, REdwood 6-5168 (Fla.)
Georgia, Albany: J. A. Cain, 1107 4th Ave., P. O. Box 274, Phone 436-7149 (Ala., Fla., Ga.)
Georgia, Atlanta 18: A. A. Bohner, P. O. Box 2324, Sta. D., SYcamore 4-4401 (Ga.)
Kansas, Wichita 7: D. C. Bunker, 307½ Laura, Rm. 207, HObart 4-5942 (Kans., Okla.)
Kentucky, Louisville 17: D. O. Blankenburg, 2453 Crittenden Dr., MElrose 6-3753 (Ky.)
Louisiana, Baton Rouge 6: A. L. Byrnes, 3170 Florida Blvd., Rm. 209, P. O. Box 4845, DIckens 8-1421 (La., Miss.)
Louisiana, New Orleans 25: W. S. Young, 4229 S. Claiborne, P. O. Box 13215, TWinbrook 9-1515 (La., Miss.)
Louisiana, Shreveport: K. D. Hightower, 1717½ Centenary Blvd., P. O. Box 4327, Phone 424-2616 or 424-2617 (Ark., La., Okla., Texas)
Maryland, Baltimore 12: R. L. Daggy, 5716 York Rd., IDlewood 5-6161 (Del., Md., Va., W. Va.)
Maryland, Bethesda: T. P. D'Amour, Rms. 301 and 302 Woodmont Triangle Bldg., 8030 Woodmont Ave., OLiver 6-2447 (D.C., Md., Va.)
Missouri, Kansas City 14: G. S. Fox, 7951A State Line, EMerson 3-1454 and EMerson 3-1455 (Kans., Miss.)
Missouri, Springfield: D. H. Fanning, 2646 S. Glenstone Ave., TUxedo 1-3000 (Ark., Kans., Miss.)
Missouri, St. Louis 10: W. D. Smiley, 1212 Pierce Ave., MIssion 7-3560 (Miss.)
North Carolina, Charlotte: R. W. Fuller, 1023 S. Caldwell St., P. O. Box 516, Phone 376-1556 (N. C., S. C.)
North Carolina, Greensboro: I. H. Swanson, 1806 Pembroke Rd., BRoadway 5-8468 and BRoadway 5-8469 (N. C., Va., W. Va.)
North Carolina, Raleigh: T. M. Dixon, 622 Downtown Blvd., P. O. Box 10686, Cameron Village Sta., Phone 834-4322 (N. C.)
Oklahoma, Oklahoma City 16: W. S. Hanner, Lakeside Office Bldg., 6715 North May Ave., VIctor 2-7331 (Okla.)
Oklahoma, Tulsa 5: W. E. Neal, 1135 E. 38th St., RIverside 3-1327 (Ark., Okla.)
South Carolina, Columbia: D. L. Farmer, 2817 Millwood Ave., AL 3-1159 (Ga., S. C.)
South Carolina, Greenville: H. L. Prescott, 640 North Main St., P. O. Box 514, Phone 235-3438 (Ga., N. C., S. C.)
Tennessee, Knoxville: W. K. Stansell, Rm. 4, 1057 N. Central Ave., Phone 524-7477 (Ky., Tenn., Va.)
Tennessee, Memphis 3: C. T. Norton, 212 Adams Ave., JAckson 5-7817 and JAckson 5-7818 (Ark., Miss., Mo., Tenn.)
Tennessee, Nashville 4: E. W. Thomas, 817 16th Ave., S., ALpine 5-0456 (Ky., Tenn.)
Texas, Corpus Christi: H. L. Durham, 430 S. Tancahua, TUlip 3-1802 (Texas)
Texas, Dallas: F. I. Brown, 1933 Levee St., P. O. Box 10046, Industrial Sta., RIverside 1-5191 (Okla., Texas)
Texas, Fort Worth 7: G. R. Beese, 2816 Morton, ED 2-3663 (Texas)
Texas, Houston 27: J. M. Imoehl, 3810 Westheimer, P. O. Box 22167, JAckson 6-2501 (La., Texas)
Texas, Lubbock: J. M. Stanley, 4114 Avenue "Q", SHerwood 4-2115 (Okla., Texas)
Texas, Odessa: M. R. Twitty, 1010 North Lee, FEderal 7-6281 (Texas)
Texas, San Antonio 5: W. S. Smith, 519 Travis Bldg., CApitol 3-5113 (Texas)
Virginia, Richmond 30: M. M. Smith, Rm. 203, 2910 West Clay St., ELgin 5-6539 (N.C., Va.)
West Virginia, Huntington: W. C. Oakes, 2880 Third Ave., JAckson 9-4144 (Ky., W. Va.)

STA-BRITE FLUORECENT MFG. CO., 3550 N. W. 49th St., P. O. Box 291, Riverside Sta., Miami 42, Fla. (See advertisement on page 35)
Florida, Coral Gables: Anson Fyler Agency, 4210 Laguna Ave., Highland 3-7042 (Fla.)
Florida, Hialeah: Peter Cooney, 751 E. 54th St., MUrray 1-1401 (Fla.)
Florida, Miami: Leon Witten, 230 S.W. 64th Ct., MOhawk 7-5558 (Fla.)
Florida, Orlando: Matt McGaffigan, 907 Baltimore Dr. (Fla.)
Georgia, Decatur: Robert J. Kuzell & Co., 24[illegible] Midway Rd. (Ala., Ga.)
Louisiana, New Orleans 12: Weilbaecher & Kennedy, 620 Girod St., MAgnolia 7558 (Ala., La., Miss.)
South Carolina, Sumter: E. A. Meyers, 436 N. Main St., SPruce 3-7413 (S. C.)
Texas, Bellaire: John M. Steagall, Jr., 4912 Welford Dr. (Texas)
Texas, Houston: Austin Prestwood, 6106 Gulfton Dr. (Texas)
Texas, San Antonio 13: George M. Wassa, 335 Milford Dr., DI 2-6325 (Texas)

STAHL METAL PRODUCTS, INC., 3490 W. 140th St., Cleveland 11, Ohio

STAMFORD METAL SPECIALTY CO., INC., 429 W. Broadway, New York 12, N. Y.

STAMPINGS, INC., 321 24th St., Rock Island, Ill.

STANDARD ELECTRIC MFG. CO., INC., Haddon Ave., West Berlin, N. J.
Texas, Dallas 1: Asa E. Hunt, 1710 Jackson St. (Texas)

STANDARD ELECTRIC TIME CO., 89 Logan St., Springfield 2, Mass.
Alabama, Birmingham 12: Charles B. Ingram, 608 37th St., S., FAirfax 4-5331 (Ala., Fla., Miss., Tenn.)
District of Columbia, Washington 5: David W. W. Dailey, 1507 "M" St., N.W., HObart 2-3647 (D.C., Md., Va.)
Florida, Tampa: Harley A. Clause, 3662 Henderson Blvd., REdwood 6-8685 (Fla.)
Georgia, Atlanta 12: Frank M. Hatcher, 542 Forrest Rd., N.E., TRinity 5-9256 (Ga., N. C., S. C.)
Louisiana, New Orleans 22: Estes B. McKinney, 3901 Clematis Ave., WHitehall 3-7607 (Ark., La.)
Maryland, Hagerstown: John G. Grimm, 313 Professional Arts Bldg., REgent 3-2051 (Va., W. Va.)
Missouri, Kansas City 31: Richard L. Adcock, 1103 E. 81st St., DElmar 3-5497 (Kans.)
Missouri, St. Louis 9: J. A. Bonessi, 6414A S. Hampton Ave., PLateau 2-8000 (Ky.)
Ohio, Columbus 15: J. W. Murdock, 79 E. State St., CApitol 1-2864 (Ky.)
Oklahoma, Oklahoma City 6: John H. Scott, 1221 Linwood, CEntral 5-7952 (Ark., Okla.)
Pennsylvania, Wynnewood: Charles W. Butterworth, One Wynnewood Rd., MIdway 2-5825 (Del.)
Texas, Dallas 20: Bill J. Row, 2618 Manana Dr., FLeetwood 7-4643 (Texas)
Texas, El Paso: Fred H. Adams, 2030 Texas St., P. O. Box 3143, Sta. A, KEystone 3-6130 (Texas)
Texas, Houston 4: J. E. Brown, 2809 Caroline St., CApitol 8-2551 (Texas)

STANDARD ENGINEERING & MFG. CO., 3755 Blake St., Denver 5, Colo.

STANDARD STEEL CABINET CO., 3701 Milwaukee Ave., Chicago 41, Ill.

STANDARD TRANSFORMER CO., 140 Dana St., N.E., Warren, Ohio
Alabama, Birmingham 5: J. L. Howarth Co., Inc., 3021 Seventh Ave., S., Phone 53-1171 (Ala.)
District of Columbia, Washington 1: Bradley Co., Inc., 212 "H" St., N.W., REpublic 7-1300 (D.C., Md., Va.)
Florida, Jacksonville 7: Van & Smith Co., Inc., 1444 June St., EX 8-0531 (N. Fla.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Florida, Miami 44: Charles R. Lee & Assoc., Inc., 3796 W. Flagler St., Highland 4-7414 (S. Fla.)
Georgia, Atlanta 3: C. W. Lehner Co., 270 Peachtree Bldg., N.W., JAckson 4-2274 (Ga., E. Tenn.)
Louisiana, Metairie: Patton-Gulf Sales Agency, Inc., 3207 Metairie Rd., VE 1-2691 (Ark., La., Miss., W. Tenn.)
North Carolina, Charlotte 4: Robert W. Chapman Co., 1508 E. Fourth St., FR 5-7215 or FR 5-3477 (N. C., S. C.)
Ohio, Cincinnati 2: Stout Electrical Sales Co., 338 W. Fourth St., DUnbar 1-2744 (Southern W. Va.)
Pennsylvania, Pittsburgh 28: H. William Petty, 10 Purchase Pl., FIeldbrook 1-7404 (Northern W. Va.)
Texas, Dallas 3: Elgin B. Robertson, Inc., 1339 Plowman St., WHitehall 2-3157 (N. Texas)
Texas, Houston 4: Elgin B. Robertson, Inc., 4101 San Jacinto St., JAckson 9-3797 (S. Texas)

STANLEY ELECTRIC MFG. CO., 3700 S. 80th St., Philadelphia 42, Pa.

STANLEY POWER TOOLS, Div. of Stanley Works, 873 Myrtle St., New Britain, Conn.
Colorado, Denver 22: Fred O. Fuller, Jr., 4722 E. Arkansas St., SKyline 6-3452 (Texas)
Florida, Clearwater: Joseph F. Webster, 101 Maplewood Ave., Phone 446-2059 (S.E. Fla.)
Georgia, Atlanta 11: Darrell T. Argo, 3230 Hazelwood Dr., S.W., Phone 344-5333 (Ala., N.W. Fla., Ga., E. Tenn., S. Va.)
Kansas, Olathe: William W. Keys, 811 Grant St., STate 2-0752 (Kans., W. Mo., Okla.)
Louisiana, Baton Rouge: Noah McCrory, Jr., 245 Sherwood Forest Blvd., WAlnut 4-1700 (S.W. Ala., Ark., La., Miss., W. Tenn.)
Maryland, Baltimore: George P. Fosque, 208 Brandon Rd., VAlley 5-8243 (Del., Md., E. Va.)
Missouri, Ferguson 35: Arthur R. Beyers, 801 Smith Ave., JAckson 2-9135 (E. Mo.)
North Carolina, Charlotte 5: Erhardt W. Kunert, 708 Eastway Dr., EDison 3-2375 (N. C., S. C., Va.)
Ohio, Glendale: Wiley I. Gamble, 11890 Lawnview Ave., PRinceton 1-5721 (Ky.)
Pennsylvania, Cheltenham: William Winkworth, 436 Myrtle Ave., FIdelity 2-8529 (Del.)
Texas, Dallas 18: Calvin H. Quick, 1119 Sinclair Ave., DAvis 8-1856 (N. Texas)
Texas, Houston 34: George D. Glass, 10006 Tolman St., HUdson 6-5229 (S. Texas)

STANTHONY CORP., 5341 San Fernando Rd., W., Los Angeles 39, Calif.
Georgia, Atlanta 16: W. G. "Pete" Wilson, 1136 Portland Ave., S.E., MArket 7-6548 (Ala., Ark., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Indiana, Nashville: Charles E. Rimp, Route 3, LOcust 8-2874 (Del., D.C., Ky., Md., Mo., Va., W. Va.)
Texas, Dallas: Steve E. Boultinghouse, 3517 Caruth St., EM 8-0752 (Okla., Texas)

STAR A ELECTRIC MFG. CO., 41 Varick Ave., Brooklyn 37, N. Y.
Florida, Miami 36: Jules J. Dreyfuss' Sons, 1361 N.W. 23rd St., NEwton 5-0391 (Fla.)
Georgia, Atlanta 3: Jules J. Dreyfuss' Sons, 324 Peters St., S.W., MUrray 8-6886 (Ala., Ga.)
Louisiana, New Orleans 7: John R. Dennis, P. O. Box 657, Phone 523-0567
North Carolina, Charlotte: George La Pierre, 2705 Shamrock Dr.
Oklahoma, Tulsa 14: Tri-State Sales Co., 2415 S. Norwood Ave., TEmple 6-5342 (Ark., Okla.)
Pennsylvania, Philadelphia 20: Marvin Stamm, 156 E. Walnut Pk., WA 7-3035 (Del., D.C., Md.)
Tennessee, Nashville 4: James R. Burnett, c/o Jules J. Dreyfuss' Sons, 515 Brentlawn Dr. (Tenn.)
Texas, Houston 4: Harry V. Tamlyn, 5701 Jackson, JA 3-9172 and JA 4-6290 (Texas)

STAR EXPANSION INDUSTRIES CORP., P. O. Box 108, Mountainville, N. Y.

STAR FUSE CO., 235 Canal St., New York 13, N. Y.

STAR PORCELAIN CO., 25 Muirhead Ave., Trenton, N. J.
New Jersey, Trenton: Arthur Hobson, 25 Muirhead Ave., EXport 2-3154 (Ala., D.C., Fla., Ga., Ky., La., Md., Miss., N. C., Okla., S. C., Tenn., Texas, Va.)

STATE WIRE & CABLE CORP., Coxsackie, N. Y.
Florida, St. Petersburg: Frank C. McPherson, 6417 7th Ave., N. (Fla.)
Illinois, Chicago 30: Alcon Electrical Sales Co., 4143 W. Lawrence Ave. (Mo.)
Kansas, Wichita 8: Walter Zimmerman, P. O. Box 3621, Munger Sta. (Kans., Okla.)
Pennsylvania, Philadelphia 6: Electra Sales Assoc., 213 New St. (Del., D.C., Md.)
Pennsylvania, Pittsburgh 6: S. H. Stover, 5495 Penn Ave. (W. Va.)

STATES CO., 19 New Park Ave., Hartford 6, Conn. (See advertisement on page 216)
Alabama, Birmingham 9: Charles W. Ashby Co., 1827 28th Ave., S., TRemont 9-1651 (Ala.)
Florida, Miami 32: Shaw Hardy Co., 846 Ingraham Bldg., FRanklin 4-8342 (Fla., Ga.)
Missouri, St. Louis 10: C. O. Leaver, 4030 Chouteau Ave., JEfferson 1-2040 (E. Kans., Mo.)
North Carolina, Charlotte 1: James W. Carroll, P. O Box 332, EXpress 9-9759 (N. C., S. C.)
Tennessee, Nashville 2: Tennessee Valley Elec. Sup. Co., P. O. Box 1133 (Tenn.)
Virginia, Arlington 7: Charles H. Russell, 4403 19th St., N., JA 2-4443 (Del., D.C., Va.)

STAUFFER CHEMICAL CO., Molded Products Div., 3211 East 26th St., Los Angeles 23, Calif.
Louisiana, New Orleans 23: E. P. Jones, Jr., 374 Sauve Rd., Phone 729-7927 (La., S. Miss.)
Missouri, Kansas City 9: E. L. Polsinelli Co., P. O. Box 4635 (Kans., W. Mo.)
Tennessee, Memphis: Ross D. Thomas Co., 730 M & M Bldg., 198 S. Main St., JA 7-2492 (Ark., W. Ky., N. Miss., W. Tenn.)
Texas, Houston 1: W. E. Holiman Co., P. O. Box 8452, ID 3-1041 (Texas)

STEBER MFG. CO., Div. of Pyle-National Co., 2700 Roosevelt Rd., Broadview, Ill.
Arkansas, Little Rock: Curtis H. Stout Co., Inc., 400 Shall St., FRanklin 4-8201 (Ark., La., Miss., Tenn.)
Florida, Clearwater: Elmer W. Rasmussen, 1403 S. Greenwood Ave., Phone 446-2542 (Fla.)
Georgia, Atlanta 13: Glenn Assoc., Inc., 172 Simpson St., N.W., JAckson 2-4906 (Ala., Fla., Ga., Tenn.)
Indiana, Indianapolis: Clyde K. Warble & Assoc., 1637 Gent Ave., MElrose 2-1465 (Ky.)
Kansas, Kansas City 8: Stover-Andrews Co., 1401 Fairfax Tfcwy., Bldg. A, FAirfax 1-3363 (Kans., Mo., Okla.)
Maryland, Baltimore 18: Francis X. Ford, 2326 N. Charles St., Phone 467-1535 (D.C., Md.)
Missouri, St. Louis 8: Arbeiter Co., 3721 Washington Ave., OLive 2-6995 (Mo.)
New Jersey, Camden 2: W. P. Bailey, Parkade Bldg., 30 N. 5th St., WOodlawn 6-1015 (Del.)
North Carolina, Charlotte 3: Glenn & Larson of Carolina, Inc., 1321 E. Morehead St., EDison 4-3994 (N. C., S. C.)
Texas, Dallas: Jack Morgan Co., Inc., 2200 Griffin, RIverside 2-8371 (Texas)
Virginia, Richmond 25: Leo A. Roach, 5010 New Kent Rd., ELgin 8-0023 (Va.)
West Virginia, Parkersburg: Ralph H. Stear, 133 Morningside Cir., GArfield 8-0147 (W. Va.)

STEEL CITY ELECTRIC CO., 1207 Columbus Ave., Pittsburgh 33, Pa. (See advertisement on page 106)
Colorado, Denver 2: Fred E. Staible & Sons, 2046 Arapahoe St., TAbor 5-3991 (Texas)
District of Columbia, Washington 7: James P. Quick Agency, 2514 "K" St., N.W., Rm. 24, FEderal 3-2110 (D.C., Md., Va.)
Georgia, Atlanta 3: Edgar E. Dawes & Co., 405 Rhodes Bldg., JAckson 4-7571 (Ala., Fla., Ga., S.C., Tenn.)
Missouri, Kansas City 11: Parkins & Bretz Co., 500 V.F.W. Bldg., VAlentine 1-6011 (Kans., Mo., Okla.)
Missouri, St. Louis 8: Arbeiter Co., 3721 Washington Ave., OLive 2-6995 (Mo.)
North Carolina, Charlotte 1: Paul Lumpkin Co., 702 Builders Bldg., FRanklin 6-8428 (N. C., S. C., Va.)
Ohio, Cincinnati 37: Arthur L. Ehlers Co., 1031 Meta Dr., ELmhurst 1-4200 (Ky.)
Pennsylvania, Pittsburgh 37: Crescent Sales Co., 4830 McKnight Rd., WEllington 1-0510 (W. Va.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RIverside 1-5931 (Ark., La., Miss., Tenn., Texas)

STEEL CRAFT FLUORESCENT & STAMPING CO., 191 Murray St., Newark 5, N. J.

STEEL ELECTRIC PRODUCTS CO., INC., 5602 Eighteenth Ave., Brooklyn 4, N. Y.
Colorado, Denver 7: John Roth, 5500 E. 33rd Ave. (Mo.)
Florida, Miami 42: Jules J. Dreyfuss' Sons, 1361 N.W. 23rd St. (Fla.)
Georgia, Atlanta 3: Jules J. Dreyfuss' Sons, 324 Peters St., S.W. (Ala., Ga., La., Miss., Tenn.)
New York, Brooklyn 4: M. D. Reddock, 5602 18th Ave. (Del., D.C., Md., Va., W. Va.)

STEELDUCT CO., Republic Steel Bldg., P. O. Box 478, Youngstown, Ohio
Arkansas, Little Rock: Mid-South Assoc., 3919 Maple N., SKyline 4-5770 (Ark.)
Colorado, Denver 4: L. S. Reed & Co., 1018 Lawrence St., ALpine 5-1777 (Texas)
Florida, Miami: James & Assoc., Inc., 7545 Northwest 26th Ave., OX 6-0611 (Fla.)
Georgia, Atlanta 18: C. C. Myrick, Jr., P. O. Box 2301, Sta. D, Kennedy & Elm Sts., N.W., JAckson 2-8953 (Ala., Ga., S. C., Tenn.)
Kansas, Wichita: Walter Zimmerman, P. O. Box 3621, Munger Station, MUrray 3-3161 (Kans., Mo.)
Kentucky, Louisville 1: L. P. Chick & Co., 1551-55 S. 10th St., MElrose 5-7911 (Ky., Tenn.)
Maryland, Baltimore 18: Douty & Downie, 2323 Maryland Ave., TUxedo 9-3470 (Del., D.C., Md., Va.)
Missouri, St. Louis 8: Arbeiter Co., 3721 Washington Ave., OLive 2-6995 (Mo.)
Ohio, Cleveland 14: The Powers & Powell Co., 1390 East 30th St., PRospect 1-7333 (Ky.)
Pennsylvania, Philadelphia 43: L. Philip Ertel Co., 780 South 52nd St., GRanite 6-9300 (Del.)
Texas, Dallas 9: W. H. McAdams Co., 6115 Denton Dr., FLeetwood 2-1551 (La., Texas)
Virginia, Richmond 30: W. E. Sullivan Co., Suite S-116, The Mall, Willow Lawn Shopping Center, ATlantic 2-4291 and ATlantic 2-4292 (N. C., Va.)

STEMCO MANUFACTURING CO., 4275 Forest, Box 9024, Stockyards Station, Denver 16, Colorado
Florida, Orlando: C "Bud" Tornow, Jr., P. O. Box 5834, GA 5-7295 (Fla.)
Missouri, Kansas City 14: Dean Clendenen, 8317 Terrace St., DE 3-8141 (Kans., Mo.)

M. STEPHENS MFG., INC., 814 E. 29th St., P. O. Box 4073, Terminal Annex, Los Angeles 54, Calif.
Texas, Houston 1: Brenner Electrical Sales Co., 305 Velasco, CApitol 5-3766 (Okla., Texas)

STEPHENS-ADAMSON MFG. CO., 66 Ridgeway Ave., Aurora, Ill.

STERLING INDUSTRIES, INC., 5697 Rising Sun Ave., Philadelphia 20, Pa.
Florida, Miami Shores 38: Bob Pinns Sales Co., 335 N.E. 93rd St., PLaza 4-0412 (Fla.)
Georgia, McDonough: Robert S. Bernhardt & Assoc., P. O. Box 273 (Ala., Ga., N. C., S. C.)
Kansas, Kansas City 4: Richard D. Mercer, 1010 Walker (Mo.)
Kansas, Wichita: Walter Zimmerman, P. O. Box 3621, Munger Sta., MUrray 3-3161 (Kans.)
Ohio, Terrace Park: Uchtman & Co., 620 Marietta Ave., TErrace 1-4329 (Ky.)
Pennsylvania, Oreland: Ronald Taylor, 2005 Quill La., CH 8-4873 (Del., D.C., Md., Va., W. Va.)
Tennessee, Nashville: Campbell Smith Sales Agency, 3406 McGavock Pike, VE 2-1136 (Ark., Miss., Tenn.)
Texas, Dallas 24: Elmer J. Johnsen & Son, 3422 Monte Carlo, FEderal 7-3392 (La., Okla., Texas)

STERLING MFG. CO., 206 Jackson St., Spring Lake, Mich.

STERNER INDUSTRIES, Winsted, Minn.
Arkansas, Little Rock: Jack Greene & Co., 414 Pulaski St., FR 4-9398 (Ark.)
Florida, Tampa: Felwell & Assoc., 4117 W. Osburn Ave., RE 6-4256 (Fla.)
Georgia, Atlanta: Kennon & Johnson, 7 Camden Rd., N.E., TR 4-5566 (Fla., Ga.)
Louisiana, New Orleans: Associated Manufacturers Agents, 900 Carondelet St., Box 843, JA 2-6287 (La., Miss.)
Missouri, Kansas City 8: L. S. Gershon & Son, 2316 McGee, VIctor 2-3171 (Kans., Mo., Okla.)
North Carolina, Charlotte: H. M. Autry Co., 4343 Craig Ave., Phone 366-5374 (N. C., S. C., Va., W. Va.)
Tennessee, Memphis: Jim Clary Co., 62 Flicker St., FA 3-4055 (Ark., Tenn.)
Texas, Dallas 26: Paul Crick, 830 Exposition, TA 4-2071 and TA 4-8821 (Texas)
Texas, Houston 4: C. S. Butt, P. O. Box 8213, WA 6-4793 (Texas)

STEWART INDUSTRIES, INC., 320 E. St. Joseph St., Indianapolis 2, Ind.
Indiana, Birmingham 16: G. R. McKenzie, P. O. Box 20165, TRemont 9-4550 (Ala., Ga.)
Maryland, Chevy Chase 15: J. E. McLaughlin, 107 E. Lenox St., OLiver 4-1077 (D.C., Md., Va.)
North Carolina, Charlotte 1: George Bagby, 822 W. Morehead St., EDison 4-2821 (N. C., S. C., Tenn., Va.)
Pennsylvania, Reading: William B. Shanely, 1523 N. 12th St., FRanklin 6-3116 (W. Va.)
Texas, Fort Worth: Lester Storr, Jr., 922 Foch St., P. O. Box 11406, EDison 6-1621 (Ark., La., Miss., Okla., Texas)

S. J. STEWART, 527 St. Joseph St., New Orleans 12, La.

HERMAN H. STICHT CO., INC., 27 Park Pl., New York 7, N. Y.
Florida, Orlando: Ward Engrg. Co., Inc., 1015 W. Central Ave., P. O. Box 5545, GArden 2-4295 (Fla.)
Georgia, Atlanta: E. A. Thornwell, Inc., 1537 Howell Mill Rd., N.W., P. O. Box 19595, Sta. N, TR 5-7895 (Ala., Ga.)
Louisiana, New Orleans 19: W. J. Keller, 1024 Harding Dr., Phone 523-3603 (E. La., S. Miss.)
Maryland, Towson 4: Thomas H. Closs Co., 21 W. Pennsylvania Ave., VA 5-4445 (Del., D. C., Md.)
Missouri, St. Louis 10: C. O. Leaver Co., 4030 Chouteau Ave., JE 1-2040 (E. Kans., Mo.)
North Carolina, Greensboro: Associated Agents, Inc., 3408 Rockingham Rd., CY 9-5832 (N. C., S. C.)
Ohio, Cincinnati 37: Beedle Equip. Co., Roselawn Center Bldg., JE 1-2640 (Ky.)
Oklahoma, Tulsa: James E. Dyer Co., 316 E. 11th St., P. O. Box 1226, LU 4-1076 (Okla.)
Pennsylvania, Pittsburgh 22: R. F. Clark Co., 1404 Clark Bldg., AT 1-8089 (W. Va.)
Texas, Houston 3: William E. Brice Co., 303 Bastrop St., CA 2-7321 (W. La., Texas)

STOCKER & YALE, INC., 40 Green St., Marblehead, Mass.
(Request inquiries sent to address given)

STONCO ELECTRIC PRODUCTS CO., 333 Monroe Ave., Kenilworth, N. J.
Arkansas, Little Rock: Jack Greene & Co., 414 Pulaski St., P. O. Box 2591, MO 4-2696 (Ark.)
Florida, Coral Gables 46: Joseph Akerman, Kennon & Johnson, 813 Sistina Ave., MO 7-3864 (N. Fla.)
Florida, Miami 42: Suchman Assoc., Inc., 4010 N.W. 36th Ave., NEwton 5-5369 (S. Fla.)
Georgia, Atlanta: Kennon & Johnson, 7 Camden Rd., N.E., TRinity 4-5566 (Ala., N. Fla., Ga.)
Indiana, Indianapolis 7: A. Lee Clifford & Co., 1801 W. 18th St., MElrose 1-2871 (S. Ky., W. Tenn.)
Louisiana, New Orleans 19: Dupont-Bondurant, Inc., 550 N. Pierce St., P. O. Box 19435, Phone 482-3167 (La., Miss.)
Missouri, Kansas City 41: Jay H. Johnston, Illumination Sales Co., P. O. Box 1321, 1301 E. 33rd St. (Kans., W. Mo.)
Missouri, St. Louis 5: Arnold Haumesser, 6625 Delmar St., PArkview 7-7144 (E. Mo.)
North Carolina, Charlotte 8: E. F. Lombardi Co., 2712 Freedom Dr., P. O. Box 8121, EXpress 9-0425 (N. C., S. C., E. Tenn.)
Ohio, Cleveland 3: Gregory & Flynn, 4501 Perkins Ave., ENdicott 1-0676 (N. Ky., W. Va.)
Oklahoma, Oklahoma City 12: James Stroud, Traweek-Healy & Assoc., 2241 N.W. 39th St. Expressway (Okla.)
Pennsylvania, Philadelphia 4: William C. Welde & Sons, 120 N. 32nd St., EVergreen 6-0925 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh: Howard T. Flinn, Gregory & Flynn, 11201 Frankstown Rd., CHurchill 2-2442 (Ky., W. Va.)
Tennessee, Nashville: Virgil Parks, A. Lee Clifford & Co., P. O. Box 9262, VErnon 2-5724 (Tenn.)
Texas, Dallas 6: Traweek-Healy & Assoc., 5523 Dyer St., EM 8-3942 (Okla., Texas)
Texas, Houston: Bill Arthur, Traweek-Healy & Assoc., 3011 San Jacinto, MOhawk 5-0052 (Texas)
Texas, Lubbock: A. D. Ray, Traweek-Healy & Assoc., 2317-B 34th St., SH 4-2223 (Texas)
Texas, San Antonio 13: Tommy Barr, Traweek-Healy & Assoc., 102 Persimmon St., CA 7-6335 (Texas)

SUBOX, INC., Fairmount Plant, Hackensack, N. J.
Alabama, Birmingham: Godfrey W. Glenn Agency, 3205 2nd Ave., ALpine 2-0209 (Ala., N.W. Fla.)
Arkansas, Pine Bluff: Williamson Sales Co., P. O. Box 3, JEfferson 4-2530 (Ark., S.E. Mo.)
Georgia, Atlanta: Roy E. Wilson Co., 1062 Northside Dr., TRinity 6-8833 (Ga.)
Louisiana, Shreveport: Williamson Sales Co., 104 Edwards St., P. O. Box 1687, Phone 424-6638 (La.)
Mississippi, Jackson 6: Williamson Sales Co., P. O. Box 4686, Fondren Sta., EMerson 2-1142 (Miss.)
Missouri, Kansas City 33: Williams & McKinley Sales Co., 10101 E. 65th St. (Kans., Mo.)
Ohio, Toledo 6: R. W. Richards & Assoc., 2515 Manchester Dr., JEfferson 1-2016 (Ky.)
Oklahoma, Tulsa: Williamson Sales Co., 6404 E. 15th Pl., P. O. Box 497, TEmple 6-2386 (Okla.)
Pennsylvania, Radnor: John Ord Claflin, 110 Radnor & Chester Rds., MUrray 8-7820 (Del., Md.)
Tennessee, Memphis: Curtis Stout, Inc., 718 M & M Bldg. (W. Tenn.)
Texas, Dallas 7: Williamson Sales Co., Slocum & Cole Sts., Riverside 1-5831 (Texas)
Texas, Houston 20: Williamson Sales Co., 5541 Armour Dr., WAlnut 1-2156 (Texas)
Virginia, Salem: George L. Wallace, 746 Elizabeth Ave., P. O. Box 362, DU 9-4306 (D.C., N. C., S. C., E. Tenn., Va., W. Va.)

SUN RAY FLUORESCENT CO., 2025 S. Michigan Ave., Chicago 16, Ill.

SUNBEAM LIGHTING CO., 777 E. 11th Pl., Los Angeles 15, Calif.

SUNDIAL ELECTRIC CORP., 130-15 89th Rd., Richmond Hill 18, N. Y.
Arkansas, Little Rock: Percy Williams, Chester R. Lloyd Co., 2519 Ringo St., MO 3-3284 (Ark.)
Colorado, Denver 1: James E. Marshall, J. N. Marshall Co., 4611 E. 46th St., P. O. Box 2734, DE 3-4237 (Kans.)
Florida, Tampa: Milton L. Fewell, 4417 W. Osborne Ave., RE 6-4256 (Fla.)
Georgia, Atlanta 25: H. DePaul Darrall, The George Burton Co., 2063 Northside Dr., N. W., Phone 873-3003 and 873-3750 (Ala., Ga.)
Louisiana, New Orleans: Chester R. Lloyd, 1031 Magazine St., MO 3-3284 (Ark., La., Miss.)
New Jersey, Somerdale: Ralph Bautz, 143 Tilford Rd., ST 3-8898 (D.C., Va., W. Va.)
North Carolina, Greensboro: Edward C. Vaughn, 1102 Briarcliff Rd., Phone 274-3149 (N. C.)
Oklahoma, Tulsa 10: Robert L. Nott, 2532 E. Admiral Blvd., WE 9-0535 (Ark., Okla.)
Pennsylvania, Pittsburgh 8: John T. Darrison, 6835 Penham Pl., EM 1-1798
Tennessee, Knoxville: Charles B. Turbyville, 935-1 Woodland Ave., Phone 525-0588 (Tenn.)
Texas, Houston: Arthur H. Swartz, 2120 Polk Ave., CA 8-6666 (Texas)

SUN-LITE MFG. CO., 2555 Bellevue Ave., Detroit 7, Mich.
Georgia, Atlanta 14: William B. Murray Co., 531 Western Ave., N.W. (Ga.)
Louisiana, New Orleans: Assoc. Mfg. Agents, 900 Carondelet St., JAckson 2-6287 (Ala., Fla., La.)
Maryland, College Park: Richard B. Murdoch, 7300 Baylor Ave., GRanite 4-5790 (D.C., Md.)
Missouri, Kansas City 31: Al P. Rosenstock, 401 E. 72nd Ter., JAckson 3-7939 (Kans., Mo., Okla.)
Texas, Dallas: Jerry Berk, P. O. Box 7031, FLeetwood 2-8627 (Texas)

SUN-TRON DIV., Methode Electronics, Inc., 7435 W. Wilson Ave., Chicago 31, Ill.
Arizona, Phoenix: South-West Sales Co., 1620 E. Earll Dr. (W. Texas)
Georgia, Decatur: Kuzell & Co., 2489 Midway Rd., DR 3-0216 (Ga.)
Louisiana, New Orleans 13: C. E. Corrigan, Jr., 321 N. Diamond St., JAckson 5-5644 (La., Miss.)
Missouri, St. Louis: C. F. Thomas Co., 4903 Delmar Blvd., FOrest 7-1481 (Ark., Mo.)
Tennessee, Columbia: E. M. Grubbs, 313 East 15th St., EV 8-5852 (Tenn.)
Virginia, Richmond 25: Charles C. Laney Agency, 8424 Midlothian Pike, BRidge 2-0059 (N. C., Va.)

SUNWARM, INC., 2353 Fort Henry Dr., P. O. Box 266, Kingsport, Tenn.
Florida, Tampa 5: Graham P. Dowling, 2101 2nd Ave., Phone 4-5749 (Fla.)
Maryland, Silver Spring: Carl J. Call, 11604 Maple View Dr., WHitehall 2-8728 (D.C., Md.)
Mississippi, Columbus: Perkins-Parsons Co., 1905 Main St., FA 8-8271 (Miss.)
Missouri, Independence: J. Dale Burns, 2603 Overton Cir., CLifton 4-5220 (Kans.)
Tennessee, Nashville: Matthews & Brokaw Agency, 714 Allison St., CHapel 2-7711 (Tenn.)

SUPERIOR CABLE CORP., P. O. Box 480-A, Hickory, N. C.
Georgia, Atlanta: Jac Johnson, 2118 Allaire La., MElrose 6-4663 (Ala., Fla., Ga., Ky., Miss., Tenn.)
Missouri, Kansas City 18: Zea Grissinger, 6113 N. Michigan, SE 2-0786 (Kans., Mo.)
North Carolina, Hickory: N. C. Cox, P. O. Box 480-A (N. C., S. C., Va., W. Va.)
Texas, Dallas 18: Marvin Chenault, 10767 Lanett Cir., DI 8-3890 (Ark., La., Okla., Texas)

SUPERIOR CARBON PRODUCTS, INC., 9115 George Ave., Cleveland 5, Ohio

SUPERIOR ELECTRIC CO., 383 Middle St., Bristol, Conn.
District of Columbia, Washington 4: The Superior Electric Co., 425 13th St., N.W., STerling 3-6774 (D.C., Va.)
Florida, Miami 32: The Superior Electric Co., DuPont Plaza Center Office Bldg., FRanklin 4-4103 (Ala., Fla., Ga., Miss., N. C., S. C.)
Illinois, Oak Park: The Superior Electric Co., 6328 West Roosevelt Rd., EUclid 3-5430 (Mo.)
Ohio, Medina: The Superior Electric Co., P. O. Box 132, PArk 3-1515 (Ky., Tenn., W. Va.)
Pennsylvania, Fort Washington: The Superior Electric Co., Fort Washington Industrial Park, Chestnut Hill 8-3537 (Del., Md.)
Texas, Dallas 6: The Superior Electric Co., 919 Meadows Bldg., EMerson 8-4688 (Ark., Kans., La., Okla., Texas)

SUPERIOR ELECTRIC PRODUCTS CORP., 1507-17 Independence St., P. O. Box 426, Cape Girardeau, Mo.
Alabama, Birmingham: Robertson-Reese Co., 1814 Kensington Rd., TR 1-0782 (Ala., Miss., Tenn.)
Florida, Hialeah: Gertner-Belenson & Co., 4326 E. 10th La., MU 8-6531 (Fla.)
Georgia, Atlanta: Wimbish & Co., 566 Langhorn St., S.W., PLaza 3-9945 (Ga.)
Indiana, Indianapolis 40: Sid Wesseling, 929 Forest Blvd., S. Dr., CLifford 1-5487 (Ky.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Missouri, Kansas City 10: Lester L. Mignerey, 4323 Gillham Rd. (Kans.)
Missouri, Poplar Bluff: Harold F. Baker, 455 N. Main, Box 323 (Ark., Mo.)
North Carolina, Charlotte 3: Tom Whitson & Assoc., 1601½ E. Blvd. (N. C., S. C.)
Pennsylvania, Philadelphia 40: Jack Ackoff Co., 4401-05 Germantown Ave., DAvenport 9-0788 (Del., D.C., Md.)
Texas, Dallas 35: J. V. Folsom & Son, 9027 Diplomacy Row, FLeetwood 7-3856 (Ark., La., Okla., Texas)

SUPERIOR ELECTRICAL INDUSTRIES, 3000 Taft Rd., Hollywood, Fla.

SUPERIOR INSTRUMENTS CO., 2435 White Plains Rd., New York 67, N. Y.

SUPERIOR INSULATING TAPE CO., 3100 Lambdin Ave., St. Louis 15, Mo.
Alabama, Birmingham 9: William J. Broughton, Jr., 303 Hampton Dr., TRemont 1-3291 (Ala., N.W. Fla.)
Florida, Clearwater: Fay-Shaw & Co., P. O. Box 273, Phone 446-7008 (Fla.)
Florida, Miami 45: Fay-Shaw & Co., P. O. Box 45-127, HI 8-5760 (Fla.)
Georgia, Atlanta: C. C. Myrick, Jr., P. O. Box 2301, Station D, JAckson 2-8953 (Ga., S. C., E. Tenn.)
Kansas, Kansas City 15: Stover-Andrews & Co., 1401 Fairfax Tfcwy., Bldg., A, FAirfax 1-3363 (Kans., W. Mo., Okla.)
Kentucky, Covington: Hackman Electrical Sales Co., 74 Paul Hesser Dr., DIxie 1-5318 (Ky.)
Louisiana, New Orleans: E. J. Hagan, 2837 Banks St. (La., Miss.)
Maryland, W. Hyattsville: Harry G. Anschuetz Co., P. O. Box 616, APpleton 7-1877 (Del., D.C., Va.)
Missouri, St. Louis 1: R. E. Myers & Son, 504 Louderman Bldg., MAin 1-2743 (E. Mo.)
Oklahoma, Oklahoma City: Stover-Andrews & Co., 5400 N.W. 45th St., WHitney 7-9711 (Kans., W. Mo., Okla.)
Pennsylvania, Pittsburgh 19: Max Stoff, 15 Terminal Way, HUbbard 1-6300 (W. Va.)
Tennessee, Memphis: Byron Carson, Rm. 115, Century Bldg. (Ark., W. Tenn.)
Texas, Dallas: Fred Walters Co., 2112 Jackson, RIverside 2-6047 (Texas)
Texas, Houston 2: Fred Walters Co., 2020 Congress Ave., CApitol 4-9676 (Texas)

SUPERIOR INTERLOCK CORP., 73-39 Central Ave., Glendale 27, N. Y.

SUPERIOR PORCELAIN CO., 931½ Market St., P. O. Box 669, Parkersburg, W. Va.
Georgia, Atlanta 10: D. D. Camp Co., 1818 Broadwell St., S.W. (Ala., Fla., Ga., Tenn.)
Louisiana, New Orleans: Fred C. Baldridge Co., 525 Godchaux Bldg. (Ark., La., Miss.)
Missouri, Kansas City 16: H. E. Johannes, 3011 E. 56th St., N. (Kans., Mo.)
Missouri, St. Louis 10: C. J. Sampson & Son, 5627 Manchester Ave. (Mo.)
North Carolina, Raleigh: Allen G. Gill, P. O. Box 5643 (N. C., S. C., Va.)
Pennsylvania, Philadelphia 47: R. L. Cunningham Electric Co., 843 S. Front St. (Del., D.C., Md.)
Pennsylvania, Pittsburgh 1: Charles R. Norrish Co., 2900 Smallman St. (W. Va.)
Texas, Houston 2: Fred Walters Co., 2020 Congress (Okla., Texas)

SUPERIOR SWITCHBOARD & DEVICES CO., P. O. Box 590, Canton 1, Ohio
Arkansas, Little Rock: J. D. Williams, 203 E. Markham St., FRanklin 2-3446 (Ark., La., Tenn.)
Florida, Orlando: Ward Engrg. Co., 1015 W. Central Ave., GArden 2-4295 (Fla.)
Georgia, Atlanta 19: The Gearhart Co., Gearhart Bldg., CEdar 3-4431 (Ala., Fla., Ga.)
Kentucky, Owensboro: Griffin Electric Co., 3rd and Walnut Sts., MUtual 3-4585 (Ky.)
Louisiana, Metairie: Richard C. Hauk, 302 Magnolia Dr., VErnon 5-0697 (La., Miss.)
Missouri, Springfield: Ivan Boggs & Co., 1010 Normal, UNiversity 5-2141 (Ark., Kans., Mo.)
Ohio, Canton 1: R. E. Fye, 410 Schroyer Ave., S.W., GLendale 5-5358 (Del., D.C., Va., W. Va.)
Ohio, Canton 1: C. R. Stipes, Jr., 410 Schroyer Ave., S.W., GLendale 5-5358 (Ky., Tenn.)
South Carolina, Charleston: Titus L. Bissell, P. O. Box 776, RA 3-0692 (N. C., S. C.)
Tennessee, Kingsport: Wholesale Electric Co., 448 Press St., CIrcle 7-7151 (Ky., Tenn., Va.)
Tennessee, Nashville: Tafel Electric & Supply Co., 401 Sixth Ave., S., CHapel 2-7305 (Ky., Tenn.)
Texas, Corpus Christi: Sterett Supply Co., 4533 Baldwin Blvd., TUlip 4-1661 (Texas)
Texas, Dallas 11: The Kantenberger Co., 711 Reverchon Dr., FEderal 7-5363 (La., Okla., Texas)
Virginia, Roanoke: W. C. John, 3915 Winding Way Rd., Phone 342-3753 (Va.)
West Virginia, Fairmont: Casto Electric Co., 909 Morgantown Ave., Phone 6289 (W. Va.)

SUPREME PRODUCTS CORP., 2222 S. Calumet Ave., Chicago 16, Ill.
Alabama, Birmingham 13: Harry Hill, 100 Pinecrest Rd.
Florida, Clearwater: Bill Hall, 1212 Wellington P. O. Box- Mtn. Brook
Georgia, Atlanta: Bill Peet, 6570 Williamson Dr., N.E.
Kentucky, Louisville: Jim McNamara, 5221 Famous Way
Louisiana, Metairie: John Keyworth, 221 Avenue "E", P. O. Box 9031, Sta. A.
North Carolina, Greensboro: Rip Rowan, 215 Isabel, P. O. Box 2610
Tennessee, Memphis: R. M. Montgomery, 4014 Grandview
Texas, Houston: Irl R. Walker, 710 Camelot Lane
Texas, Irving: Glenn Duke, 1412 Dory Lane

SUPRO LUX MFG. CO., INC., 406 E. 161st St., Bronx 51, N. Y.

SURETY RUBBER CO., N. High St., Carrollton, Ohio
Tennessee, Knoxville 1: Claude E. Fox, P. O. Box 95 (N. C., S. C., Tenn.)
Texas, Houston 20: Van Dreser & Hawkins, Inc., 5817 Clinton Dr., WAlnut 1-2134 (Ark., Kans., La., Miss., Mo., Okla., Texas)

SWAN MANUFACTURING CO., 1801 W. 26th St., P. O. Box 1685, Vancouver, Wash.
Florida, Leesburg: Paul R. "Pal" Henderson, 2206 Mahoney Ave., STate 7-3273 (Ala., Fla., Ga., Tenn.)
Georgia, Atlanta 10: L. V. "Fat" Henderson Co., 1225 Allene Ave., S.W., PLaza 8-7243 (Ala., Fla., Ga., Tenn.)

SWANSON MANUFACTURING CO., 607 S. Washington St., Owosso, Mich.
District of Columbia, Washington 1: Andy Hynes, Jr., Hynes & Weil, 1015 9th St., N. W., District 7-6844 (D.C., Md., Va.)
Georgia, Atlanta: J. V. Clement, 2963 Lenox Rd., CE 3-4938 (Fla., Ga.)
Missouri, Kirkwood: Herbert Bohon, 911 N. Taylor, YOrktown 5-7209 (Kans., Mo.)
North Carolina, Charlotte: Fred A. Barnette, 2210 Sharon Rd., Phone 377-2070 (N. C., S. C.)
Ohio, Mansfield: Frank P. Gulland & Assoc., 780 Lexington Ave., SKyline 6-4026 (Ky.)
Pennsylvania, Pittsburgh 22: Adams Sales Corp., 225 Fort Pitt Blvd., GRant 1-3191 (W. Va.)
Pennsylvania, Wynnewood: Sam Wheeler, 262 Hathaway La., MIdway 2-7178 (Del.)
Tennessee, Chattanooga: Butler & Conley Co., 3237 Brainard Rd., P. O. Box 8115, MAdison 2-7529 (Ala., Ark., La., Miss., Tenn.)
Tennessee, Chattanooga 5: E. LaVern Hines, P. O. Box 4384, AMhurst 6-4104 (Ala., Ark., Fla., Ga., La., Miss., N. C., S. C., Tenn.)
Texas, Dallas 7: Jim Lemmon, 118 Cole St., RIverside 2-4301 (Okla., Texas)

SWANSON TOOL & MACHINE PRODUCTS, INC., Erie, Pa.

SWING-O-LITE, INC., 13 Moonachie Rd., Hackensack, N. J.

SWIVELIER CO., INC., 30 Irving Pl., New York 3, N. Y.
Florida, Fort Lauderdale: Thomas A. Marshall & Assoc., P. O. Box 4616, Sunrise, LOgan 6-5723 or LOgan 4-2235 (Fla.)
Florida, Jacksonville: Hartman & Carpenter, 1641 Landon Ave., EXbrook 8-4931 (Fla.)
Georgia, Atlanta: Glenn H. Arnold, 2378 Beecher Rd., S.W., PLaza 5-1234 (Ala., Fla., Ga., N. C., S. C.)
Louisiana, Metairie: Weldon Wheatley, 1319 Veterans Memorial Hwy., 105 Matthew Bldg., VErnon 1-3173 (La., Miss.)
Maryland, Baltimore 2: Charles E. Esposite, 501 E. Monument St., LExington 9-4021 (D. C., Md., Va.)
Missouri, Kansas City 10: S. F. Marker, 5409 Woodland Ave., HIland 4-1929 (Kans., Mo.)
Missouri, St. Louis 8: Gus A. Bremer, Jr., 4378 Lindell Blvd., JEfferson 5-2238 (Mo.)
New Mexico, Albuquerque: Gordon W. Laursen & Son, 1116 Dartmouth, N.E., AL 6-7322 and AM 8-3927 (W. Texas)
Ohio, Cincinnati 37: Block & Cooper, 1050 Meta Dr., REdwood 1-2196 (Ky.)
Pennsylvania, Philadelphia: Hopkins Bros., 120 North 7th St., WAlnut 5-5367 (Del.)
Pennsylvania, Pittsburgh: H. W. Groetzinger, 410 E. General Robinson St., ALlegheny 1-6280 (W. Va.)
Tennessee, Nashville: Finney-Irvin, 808 10th Ave., S., CYpress 8-5141 (Ala., Tenn., Va.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RIverside 1-5931 (Ark., Okla., E. Texas)
Virginia, Highland Springs: Fred L. Shelor, 109 Longstreet Ave., REpublic 7-1586 (Va.)

SYLVANIA ELECTRIC PRODUCTS, INC., 2115 Sylvan Rd., S.W., Atlanta, Ga.
Alabama, Birmingham: J. P. Stewart, R. Morrison, Morrison & Stewart Electrical Mfg., 1929 Cahaba Rd., TRemont 1-0335 (Ala.)
Arkansas, Little Rock: Russell C. Kirk, Gregory-Salisbury & Co., Inc., 500 E. Markham St., FR 5-1383 (Ark.)
Georgia, Atlanta: C. L. Woodyard & Assoc., 161 Simpson St., JA 5-0511 (Ga., S. C.)
Louisiana, Baton Rouge: L. J. Virgillio, Gregory-Salisbury & Co., Inc., 2621 Highland Rd., DI 2-2873 (La.)
Louisiana, New Orleans: H. S. Gregory, Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (La.)
Louisiana, New Orleans: A. J. Moss, Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ala., Fla., La., Miss.)
Maryland, Baltimore: R. L. McCalley, 305 Worthington Rd., VA 3-4758 (D.C., Md., N. C., Va., W. Va.)
Mississippi, Jackson: T. M. Salisbury, Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, P. O. Box 9767, EM 2-1671 (Miss.)
North Carolina, Greensboro: Joe Campbell, 2204 Hathaway Dr., BRoadway 3-3052 (N. C., S. C.)
Pennsylvania, Pittsburgh: Don C. Thomas, 124 Barbour Dr., HU 6-4211
Tennessee, Chattanooga: George Smith, 1329 Phil's Dr., Concord Hgts., MA 9-5575 (Ky., Tenn., Va.)
Tennessee, Memphis: T. W. Eades, Gregory-Salisbury & Co., 240 S. Parkway, P. O. Box 10166, WHitehall 8-0496 (Tenn.)
West Virginia, Parkersburg: R. L. Chapman, 3 Randolph Plaza, GA 2-4240 (Va., W. Va.)

SYLVANIA ELECTRIC PRODUCTS, INC., Lamp Div., 60 Boston St., Salem, Mass.
Alabama, Birmingham 9: H. J. Martin, 2621 South View Pl., Phone 822-1176 (Ala.)
Alabama, Birmingham: L. P. Robinson, 3528 Brookwood Rd., Mountain Brook, TRemont 1-0335 (Ala., Fla., La., Miss., Tenn.)
Alabama, Mobile: J. G. Gurley, 1357 W. Starlit Dr., GReenwood 8-3006 (Ala., Fla.)
Arkansas, Little Rock: W. E. Johnson, 6511 Lantana, LO 5-8184 (Ark.)
Florida, Jacksonville 11: E. M. Ackerman, 10557 Atlantic Blvd., RAymond 4-1461 (Fla., Ga.)
Florida, North Miami 69: G. R. Grimme, 541 N.W. 189th Ter., OXford 6-1971 (Fla.)
Florida, Winter Park: O. E. Coad, Box 1032, 1201 Fairview, MIdway 7-2545 (Fla.)
Georgia, Chamblee: W. L. Thacker, 3003 Ringle Rd., Phone 766-3633 (Ga.)
Georgia, East Point: John F. Baker, 2115 Sylvan Rd., S.W., Phone 766-3633 (Ala., Fla., Ga., Ky., La., Miss., N. C., S. C., Tenn.)
Georgia, East Point: James F. Hagan, 2115 Sylvan Rd., S.W., Phone 766-3633 (Ala., Fla., Ga., Ky., La., Miss., Tenn.)
Georgia, East Point: H. R. McClellan, 2115 Sylvan Rd., S.W., Phone 766-3633 (Ala., Fla., Ga., Ky., La., Miss., N. C., S. C., Tenn., Texas)
Georgia, Macon: Harry C. Turner, 165 W. Ridge Cir., SHerwood 3-7917 (Ga.)

Georgia, Stone Mountain: R. H. Stevenson, 4151 Blackhawk Dr., Phone 766-3633 (Ga.)
Indiana, Evansville: J. E. Muth, 8601 Whetstone, UN 7-2232 (Ky.)
Kansas, Mission: W. C. Lounsbury, 6511 Hodges Dr., DRexel 1-3773 (Kans., Mo., Okla.)
Kansas, Mission: L. A. Vaughn, 5729 Dearborn, DRexel 1-3773 (Kans., Mo.)
Kansas, Wichita: John B. Neylon, P. O. Box 403, 2711 Columbine La., TEmple 8-8179 (Kans.)
Kentucky, Louisville 7: E. R. Baker, 6701 Bedford La., JUniper 7-6772 (Ky.)
Louisiana, Bossier City: W. R. Caudle, 2513 Northside Dr., SHreveport 4-4559 (La., Texas)
Louisiana, Metairie: J. A. Keller, 3612 Academy Dr., HUnter 8-7757 (La., Miss.)
Maryland, Baltimore 18: John R. Bibby, Marylander Apts., Apt. 536, 3501 St. Paul St., BElmont 5-6454 (D.C., Md.)
Maryland, Bethesda 14: Thomas F. McLister, 10008 Edward Ave., OLiver 4-4916 (Md.)
Maryland, Bethesda: Paul Norris, 6308 Wilson La., OLiver 6-3889 (Md.)
Maryland, Cockeysville: George G. Eber, Route 2, Box 385, Partridge La. (Md.)
Maryland, Germantown: Noel C. Bride, Route 2, Esworth Rd., FLeetwood 4-3100 (D.C., Md., Va.)
Mississippi, Jackson: H. W. Nicholson, P. O. Box 4311, Fondren Sta., EMerson 6-5559 (Miss.)
Missouri, Affton 23: D. F. Murphy, 9944 Knollshire Dr., VI 3-9060 (Mo.)
Missouri, Crestwood: L. L. Hohl, 645 Fox Creek Ct., YO 6-8971 (Mo.)
Missouri, Glendale 22: M. V. Schylling, 21 Algonquin Woods, MOhawk 4-8974 (Ark., Ky., Miss., Mo.)
Missouri, Kirkwood 22: J. L. Davis, 2463 Trossock La., MOhawk 4-8974 (Ark., Ky., Miss., Mo.)
Missouri, Kirkwood 22: W. E. Davis, 740 N. Kirkwood Rd., TA 1-6394 (Mo.)
Missouri, Liberty: John L. Krall, Route 2, DRexel 1-3773 (Kans., Mo., Okla.)
North Carolina, Charlotte 3: C. C. Beyer, 1416 E. Morehead St. Rm. 305, EDison 3-9885 (Ky., N. C., S. C., Tenn.)
North Carolina, Charlotte: J. J. Bunch, 4352 Applegate Rd., JAckson 3-4701 (N. C., S. C.)
North Carolina, Greensboro: Glen M. Stanley, 2512 Fontaine Rd., Phone 275-3115 (N. C.)
North Carolina, Raleigh: Jack G. Ashby, 2509 Anderson Dr., TEmple 4-2555 (N. C.)
Ohio, Cincinnati 2: W. R. Blackburn, 1014 Vine St., Rm. 2222 Kroger Bldg., PArkway 1-2114 (Ky.)
Ohio, Cincinnati 2: Max E. Doney, 1014 Vine St., Rm. 2222 Kroger Bldg., PArkway 1-2114 (Ky.)
Oklahoma, Tulsa: Harold F. Miller, 2748 East Fourth St., WEbster 2-2537 (Okla.)
South Carolina, Greenville: K. B. Fletcher, 201 Yorkshire Dr., CHurchill 4-1261 (S. C.)
Tennessee, Chattanooga: R. C. Evans, 3232 Lockwood Dr., TRemont 7-7337 (Ga., Tenn.)
Tennessee, Maryville: Dale W. Anderson, 126 Wilson Ave., YUkon 3-2552 (Ky., Tenn.)
Tennessee, Memphis: L. C. Jinks, 802 Old Horn Lake Rd., EX 7-0249 (Miss., Tenn.)
Tennessee, Nashville: H. E. Pond, 6209 Voss Wood Dr., AMherst 9-6796 (Ky., Tenn.)
Texas, Dallas: T. J. Ewbank, 100 Fordyce St., RIverside 1-4836 (La., Texas)
Texas, Dallas: D. S. Gallagher, 1230 Forkham, FRanklin 4-2343 (Texas)
Texas, Dallas 20: George R. Jones, 3719 Rockdale Dr., FLeetwood 2-9233 (Texas)
Texas, El Paso: Vernon Gatewood, 3215 Dublin (Texas)
Texas, Fort Worth: J. E. Burns, 4824 Kilpatrick, PErshing 8-4609 (Texas)
Texas, Houston 27: E. M. Hoge, Jr., 9626 Highmeadow, HOmestead 8-5373 (Texas)
Texas, Houston: Max L. Moore, 1715 Norfolk, JAckson 8-2365 (Texas)
Texas, Richardson: R. G. Turpin, 718 James Dr., ADams 5-3342 (La., Texas)
Texas, San Antonio 13: Peter R. Burton, 2403 Ingleside Dr., DI 4-3694 (Texas)
Virginia, Richmond 21: Robert R. Buchanan, 43 Malverne, ELgin 9-2643 (Va.)
Virginia, Roanoke 15: J. W. Sours, 2811 Rosalind Ave., DIamond 4-3805 (Va.)
Virginia, Springfield: Martin D. Nee, 6110 Hanover St., FLeetwood 4-3100 (D.C., Md., Va.)
West Virginia, Huntington: William A. Peddicord, 1325 Washington Blvd. (W. Va.)
West Virginia, Triadelphia: John M. Connelly, 171 National Rd., LInden 7-3166 (W. Va.)

SYLVANIA ELECTRIC PRODUCTS, INC., Lighting Fixture Products Div., One 48th St., Wheeling, W. Va.
Alabama, Birmingham: Morrison & Stewart, 1929 Cahaba Rd., TR 1-0335 (Ala.)
Georgia, Atlanta 13: C. L. Woodyard & Co., 161 Simpson St., N.W., JAckson 5-0511 (Ga., S. C.)
Indiana, Indianapolis: C. E. Pheasant, P. O. Box 19087, FL 6-6176 (Ky.)
Kansas, Overland Park: J. E. Hovorka, 8848 Hemlock, DR 1-3773 (Kans., Mo.)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., TUlane 5207 (Ark., Fla., La., Miss., Tenn.)
Maryland, Baltimore 4: R. L. McCalley, 305 Worthington Rd., VA 3-4758 (D.C., Md., Va.)
Missouri, St. Louis 21: F. A. Doelling, 2222 Hollis Dr., UN 7-6028 (Ky., Mo.)
North Carolina, Greensboro: J. B. Campbell, 2204 Hathaway, BR 3-3052 (N. C., S. C.)
Oklahoma, Oklahoma City 16: H. L. Spears Co., 3237 N.W. 66th St., VI 3-0374 (Okla.)
Pennsylvania, Philadelphia 43: George Richardson, Jr., 449 S. 51st St., PE 5-1070 (Del.)
Tennessee, Chattanooga: G. A. Smith, 1329 Phil's Dr., Concord Heights, MA 9-05575 (Ky., Tenn., Va.)
Texas, Dallas 20: Harry A. Miller Co., 3931 W. Williamsburg Rd., FLeetwood 2-8733 (Texas)
Texas, El Paso: R. L. Brewer Co., Inc., P. O. Box 1547, KEystone 2-7651 (Texas)
West Virginia, Parkersburg: R. L. Chapman, 3 Randolph Plaza, GA 2-4240 (W. Va.)

SYNCHRO-START PRODUCTS, INC., 8151 N. Ridgeway Ave., Skokie, Ill.

SYNTRON CO., 687 Lexington Ave., Homer City, Pa.
Alabama, Birmingham 16: Syntron Birmingham Sales Co., 2117 Lester La., Phone 822-1900 (Ala., Miss.)
Delaware, Wilmington 2: Syntron Philadelphia Sales Co., 2513 North Broom St., OLympia 5-0508 (Del.)
Florida, Tampa 6: Syntron Florida Sales Co., 442 West Lafayette St., Phone 89-7121 (Fla.)
Georgia, Atlanta 5: Syntron Atlanta Sales Co., 3130 Maple Dr., N.E., CEdar 7-1984 (Ga.)
Kentucky, Louisville 6: Syntron Cincinnati Sales Co., 2206 Frankfort Ave., TWinbrook 6-9616 (Ky.)
Louisiana, New Orleans 18: Syntron New Orleans Sales Co., 7800 St. Charles Ave., UNiversity 6-3665 (La., Miss.)
Maryland, Baltimore 29: Syntron Baltimore Sales Co., 902 Leeds Ave., CIrcle 7-0300 (D.C., Md., W. Va.)
Missouri, Kansas City 8: Syntron Kansas City Sales Co., 2701 Southwest Blvd., LOgan 1-1770 (Kans., Mo.)
Missouri, St. Louis 10: Syntron St. Louis Sales Co., 4431 Manchester Ave., OLive 2-4366 (Mo.)
North Carolina, Charlotte 9: Syntron Carolina Sales Co., 5525 Valley Forge Rd., JAckson 3-1941 (N. C., S. C.)
Ohio, Cincinnati 36: Syntron Cincinnati Sales Co., 7565 Kenwood Rd., SYcamore 1-6160 (Ky.)
Oklahoma, Tulsa: Syntron Dallas Sales Co., 1023 East 49th St., RIverside 7-4808 (Ark., Okla., Texas)
Pennsylvania, Indiana: Syntron Central Pa. Sales Co., Rend Bldg., HOpkins 5-4804 (Md.)
Pennsylvania, Pittsburgh 12: Syntron Pittsburgh Sales Co., 119 Federal St., ALlegheny 1-6030 (W. Va.)
Tennessee, Nashville 4: Syntron Nashville Sales Co., 719A 17th Ave., S., ALpine 6-2429 (Ky., Tenn.)
Texas, Dallas 1: Syntron Dallas Sales Co., 2013½ Young St., RIverside 7-4328 (La., Texas)
Texas, Houston 19: Syntron Houston Sales Co., 1903 South Shepherd Dr., JAckson 2-2577 (La., Texas)
Virginia, Richmond 29: Syntron Baltimore Sales Co., 9303 Edson Rd., ATlantic 2-6533 (Va.)
West Virginia, South Charleston 3: Syntron West Virginia Sales Co., 225 Seventh Ave., RIverside 4-3505 (Ky., Va., W. Va.)

SYSTEM ANALYZER CORP., 700 W. State St., Nokomis, Ill.
District of Columbia, Washington: William D. Johnson, 333 Bond Bldg., RE 7-1444 (D.C., Va.)
Florida, Fort Lauderdale: W. Chester Smith, 207 E. Broward Ave., JAckson 4-7172 (Fla.)
Georgia, Atlanta: Stephen Flanagan, 2562 Sharondale Dr., CEdar 3-7658 (Ga.)
Kansas, Wichita: Lowell Morefield, 713 Brookfield Rd., MU 5-7531 (Kans., Okla.)
North Carolina, Greensboro: Max Miller, P. O. Box 2826, Phone 3-7955 (N. C., S. C.)
Tennessee, Nashville: Russell Staub, 123 S. 11th St., AL 6-4906 (Tenn.)
Texas, Dallas 6: Butler & Land, 5538 Dyer St., EM 6631 (Texas)
West Virginia, Charleston: George H. Zimmerman Co., 1033 Quarrier Bldg., DIckens 2-2212 (Ky., W. Va.)

T

TAIT MFG. CO., 500 Webster St., Dayton 1, Ohio
Alabama, Northport: Harvey Stell, 11-U Northwood (Ala., Ark., La., Miss., Tenn.)
Florida, Maitland: William Cromwell, Route 2, Box 544, TErrace 8-4689 (Ala., Fla., Ga.)
Georgia, Atlanta 6: Heyward Hawkins, 2181 Allaire La., MElrose 4793 (Ala., Ga., Ky., N. C., S. C., Tenn.)
Indiana, Indianapolis 19: Robert C. Wells, 7330 Marianne Ave., FLeetwood 7-0115 (Ky.)
Missouri, Independence: Craig Fross, 3701 Norwood, CLifton 2-4157 (Kans., Mo.)
Missouri, Valley Park: Don Scott, 39 Gayola Dr., VAlley 5-2746 (Ky.)
North Carolina, Charlotte 7: Melville C. Sorrell, P. O. Box 6155, 139 Altondale Ave. (Md., N. C., Va.)
Ohio, Washington Court House: Hugh Patton, 120 River Dr., Box 427, Phone 3-5891 (Ky., W. Va.)
Pennsylvania, Allison Park: Joseph Glenn, 4054 Clarkland Dr., HUnter 6-1095 (W. Va.)
Pennsylvania, Allison Park: Harold Surrey, 4820 Lawrence St., WArfield 7-1434 (D.C., Md., N. C., Va.)
Pennsylvania, Drexel Hill: John V. Ruth, 907 Stanbridge Rd., SUnset 9-4254 (Del.)
Texas, Grand Prairie: Preston Pearson, 1317 Plattner Dr., AN 2-8474 (La., Okla., Texas)
Texas, Lubbock: William Spencer, 2837 64th St. (Ark., Texas)

TECH WIRE ASSOC., INC., 121 South 15th St., Newark 7, N. J.

TECHNICAL TOOL CASE CO., P. O. Box 6111, Charlotte, N. C.

TEL-E-LECT PRODUCTS, INC., 10001 Minnetonka Blvd., Minneapolis 26, Minn.
Alabama, Birmingham: Altec, Inc., 1730 Vanderbilt Rd. (Ala., Fla., Ga., Miss.)
Florida, Jacksonville 3: Rowland Truck Equip., Inc., 2265 W. Beaver St., P. O. Box 2006, ELgin 4-5691 (Fla.)
Florida, Miami 47: Rowland Truck Equip., Inc., 2900 N.W. 73rd St., P. O. Box 47-398, OX 1-9280 (Fla.)
Indiana, Delphi: Delphi Body Works, 313 S. Washington St., LO 4-2212 (Ky.)
Louisiana, Baton Rouge: Dealers Truck Equip. Co., Inc., 5655 Adams Ave., P. O. Box 2484, ELgin 5-6668 (La.)
Louisiana, Shreveport: Dealers Truck Equip. Co., Inc., 2721 Mansfield Rd., P. O. Box 1435, Phone 5-3277 (La.)
Missouri, Kansas City 26: National Truck Equipment Co., 1609 Crystal Ave., BEnton 1-7038 (E. Kans., W. Mo.)
Missouri, St. Louis 3: Truck Equip. Co., 511 N. Channing Ave., JEfferson 3-0932 (E. Mo.)
Oklahoma, Oklahoma City 18: Utility Equipment Co., 5305 North Santa Fe, P. O. Box 9507, JA 5-2136 (E. Kans., Texas)
South Carolina, Columbia: Baker Equip. Engrg. Co., Shop Rd., P. O. Box 482, ALpine 2-9318 (S. C.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Tennessee, Nashville 4: Mike Wiley Co., Inc., 1012 Pearl St., ALpine 4-5572 and CHapel 2-0190 (Tenn.)
Texas, San Antonio 2: Commercial Body Corp., 501 Eighth St., P. O. Box 1119, CApital 7-5353 (S.W. Texas)
Virginia, Richmond 11: Baker Equip. Engrg. Co., Summit and Norfolk Sts., ELgin 8-1507 (Va.)

TENNESSEE PLASTICS, INC., P. O. Box 3117, Carroll Reece Branch, Johnson City, Tenn.
Tennessee, Bristol: Carl Loggans, Jr., 112 Suda St., SOuth 4-1743 (Ala., Fla., Ga., Miss.)
Tennessee, Johnson City: E. M. Henry, Bristol Hwy., Route 4, WAlnut 6-3291 (Ky., N. C., S. C., Va., W. Va.)
Tennessee, Johnson City: W. G. Waddell, 505 E. Watauga Ave., WAlnut 8-5853 (Ark., Del., D.C., Kans., La., Md., Mo., Okla., Tenn., Texas)

TEXOMA ENTERPRISES, INC., Highway 75, N., P. O. Box 272, Sherman, Texas
Maryland, Baltimore 18: Chesapeake Supply & Equip. Co., 1211 E. 25th St., CHesapeake 3-2253 (Del., D.C., Md.)
North Carolina, Charlotte 3: Contractors Service & Rentals, Inc., 317 W. Worthington Ave. (N. C., S. C.)
Texas, Sherman: Ray Randal, P. O. Box 272, TWinbrook 3-1141 (Ark., La., Okla., Texas)
Texas, Sherman: Ruben Young, P. O. Box 272, TWinbrook 3-1141 (Kans., Mo.)

H. J. THEILER CORP., 22 Ashmont Ave., Whitinsville, Mass.
Florida, Miami 42: Deco Sales Assoc., 3615 N.W. 47th St., NEwton 5-1308 or NEwton 5-1309 (Fla.)
Georgia, Atlanta: Charles H. McFee, 1020 Clifton Rd., N.E., DRake 3-0890 (Ala., Ga., S. C., Tenn.)
Louisiana, New Orleans 10: Richard M. Ong, P. O. Box 1325, HUnter 6-1472 (Ark., La., Miss.)
Missouri, Kansas City 10: F. A. Bettis Co., 3718 Broadway, JEfferson 1-1530 (Kans., Mo.)
Missouri, St. Louis 10: J. J. Rhoades Co., 5627 Manchester Ave., MIssion 7-4344 (Mo.)
Pennsylvania, Philadelphia 31: Nathan Graubard, 4401 Conshohocken Ave., GReenwood 7-9284 (Md.)
Tennessee, Nashville: Sheffield Clark & Co., 1805 Hayes St. (Ky., Tenn.)
Texas, Dallas 30: W. J. Childers, 13619 Sprucewood Dr. (Texas)
Virginia, Richmond: Paul M. Simpson & Son, 717 Byrd Park Ct., EL 3-0287 (D.C., Md., N. C., Va.)

THEPITT MFG. CO., Keystone Dr., Carnegie, Pa.
Georgia, Atlanta: W. J. Milner Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Fla., Ga., S. C., Tenn.)
Maryland, Baltimore 2: Herman S. Ellen Assoc., Inc., 526 E. Monument St., MUlberry 5-3633 (Va.)
North Carolina, Cary: Campbell & Woods Agency, Route 1, P. O. Box 16B, HOpkins 7-2151 (N. C.)
Pennsylvania, Philadelphia 43: L. Philip Ertel & Co., 780 S. 52nd. St., GRanite 6-9300 (Del., D.C., Md.)
Texas, Dallas: Henry L. Guokas, 155 Continental Ave., Riverside 7-9106 (Ark., Okla., Texas)

THERMADOR ELECTRICAL MFG. CO., Electrical Heater Div., 5119 District Blvd., Los Angeles 22, Calif.
Arizona, Scottsdale: Ray O. Alexander, 8044 E. Cambridge, WHitney 6-9908 (Texas)
Florida, Lake Worth: Stephen Kachuba, 818 N. "B" St., JUstice 5-2498
Georgia, Atlanta 3: Bigl'n Assoc., Inc., 177 Harris St., N.W., JAckson 4-1761 (Ala., Fla., Ga., Ky., Miss., N. C., Va.)
Georgia, Atlanta 18: Duncan B. Black, Jr., 709 Channing Dr., N.W., TRinity 6-2158
Illinois, Chicago 45: A. S. Lombardi, 3312 W. Peterson Ave., Suite 209, KEystone 9-0880 (Ky., Mo.)
Maryland, Bladensburg: Robert A. Baldwin, 5309 Taussig Rd., WArfield 7-4409 (Del., D. C., Md., N. C., Va., W. Va.)
Missouri, Kansas City 13: W. H. Faber Co., P. O. Box 7043, C. C. Sta. (Kans., Mo., Okla.)
Pennsylvania, Drexel Hill: O. C. Freeman, 176 Friendship Rd., HIlltop 6-0547 (Del.)
Pennsylvania, Murrysville: Stanley R. Sellers, Route 2, P. O. Box 76, FA 7-3687 (Ky., W. Va.)
Tennessee, Memphis: C. A. Birmingham, 3546 Oakley Ave., GLendale 8-4021 (Ala., Ark., Ky., La., Miss., Mo., Tenn.)
Texas, De Soto: M. R. Alberts, Route 1, P. O. Box 71, CYpress 5-8107 (Texas)

N. J. THERMEX CO., INC., 535 Bergen St., Harrison, N. J.
Florida, Deland: J. V. Demarest, 516 W. Pennsylvania Ave. (Ala., Fla., Ga.)
Maryland, Silver Spring: Precision Sales Co., 8416 Georgia Ave. (N. C.)
Texas, Houston 27: Southwestern Controls, 5633 Urbana St. (Texas)

THERMO-JET CORP., 1840 Purdy Ave., Miami Beach, Fla.

THIEL TOOL & ENGINEERING CO., INC., 1417 N. Market, St. Louis 6, Mo. **(See advertisement on page 105)**
Florida, Tampa: Fewell & Assoc., 4417 W. Osborne Ave. (Fla.)
Georgia, Atlanta: Charles H. McFee, 1020 Clifton Rd., N.E. (Ga., S. C.)
Kentucky, Louisville: J. L. Weyhing, 1914 Rutherford Ave. (E. Ky.)
Louisiana, New Orleans 12: Charles K. Ramond, 1021 Carondelet Bldg. (La., Miss.)
Missouri, Kansas City 8: Nulik-McCormick, 2611 Warwick Tfcwy., HA 1-6638 (Kans., Mo., Okla.)
Missouri, St. Louis 18: Ajax Electrical Sales, 1824 S. 18th St., PR 3-4139 (Ark., W. Ky., Mo., Tenn.)
Missouri, St. Louis 1: Waterman & Waterman (Pole Line), Arcade Bldg. (Mo.)
New Mexico, Albuquerque: Gordon W. Laursen & Son, 1116 Dartmouth Dr., N.E. (W. Texas)
North Carolina, Greensboro: Max I. Miller (Pole Line), Box 2826 (N. C.)
Ohio, Cleveland 13: Popkin Bros., 1440 W. 10th St. (W. Va.)
Pennsylvania, Philadelphia 43: L. Philip Ertel, 780 S. 52nd St., GR 6-9300 (Del., D.C., Md.)
Tennessee, Knoxville: Jim Hash Co., 38 Jomandowa La. (W. Tenn.)
Texas, Houston 5: Texas Sales Representatives, 1315 McKinney (E. Texas)
Virginia, Richmond 20: Paul M. Simpson & Son, 717 Byrd Park Court, AT 8-9200 (N. C., Va.)

THOMAS & BETTS CO., 36 Butler St., Elizabeth 1, N. J. **(See advertisement on page 63)**
Florida, Tampa 9: Bill Conner, 308 Tampa St., Phone 2-0081 (Fla.)
Georgia, Atlanta 3: Hugh Holcombe, 1734 Candler Bldg., JAckson 4-1936 (Ala., Ga., Miss., N. C., S. C., Tenn., Va.)
Missouri, Kansas City 11: Gene Loper, 406 W. 34th St., V. F. W. Bldg., LOgan 1-9659 (Kans., Mo., Okla.)
Ohio, Cleveland 15: Wy Elliott, 1900 Euclid Ave., MAin 1-7595 (Ky.)
Pennsylvania, Philadelphia: Dave Parkinson, 1015 Chestnut St., WAlnut 2-4236 (Del., D. C., Md., Va., W. Va.)
Texas, Houston 6: John Humber, P. O. Box 6445, JAckson 8-1610 (Ark., La., Miss., Texas)

THOMAS INDUSTRIES, INC., Benjamin-Moe Lighting Divs., 207 E. Broadway, Louisville 2, Ky.
Alabama, Birmingham: Clifford H. Kuhlman, 1288 49th Pl., S., WOrth 1-3113 (Ala., Fla.)
Florida, Jacksonville: Troy Warren, 2026 Holly-Oaks River Dr., RAymond 4-6820 (Fla., Ga.)
Florida, Miami 37: Robert O'Brien, 9321 Marine Dr., CEdar 5-7378 (Fla.)
Florida, Tampa: E. B. Bradford, 903 Frankland Rd., Phone 83-3631 (Fla.)
Georgia, Decatur: Ray H. Hiller, 668 Wendan Dr., MElrose 4-8164 (Ga.)
Georgia, Decatur: Howard Stephens, 2740 Mirlam La., BUtler 4-1458 (Ga.)
Kansas, Mission: Kenneth Zink, 5218 W. 58th St., COlfax 2-8968 (Kans., Mo.)
Louisiana, Metairie 20: Albert Seiferheld, 7 Brentwood Dr., VE 5-0879 (La.)
Louisiana, New Orleans: John K. Kimball, 1885 Crete, WHitehall 7-2921 (Miss.)
Missouri, Florissant: Ray O. Reinhardt, 1070 Wycomb Dr., TEmple 7-8480 (Mo.)
Missouri, Kansas City 13: Charles J. Purcell, 615 W. 70th St., JAckson 3-4032 (Mo.)
Missouri, Rock Hill 19: Charles Luzecky, 1233 McKinley, WOodland 1-8125 (Mo.)
New Mexico, Albuquerque: Lee T. Kimmel, 913 Georgia, S.E., AMherst 8-7795 (Texas)
North Carolina, Charlotte: Gilbert W. Allen, 3530 Sloan St., Phone 525-0537 (Ga., N. C.)
North Carolina, Charlotte: Gerald P'Pool, 237 Ridgewood Ave., EDison 2-6809 (N. C., S. C.)
Tennessee, Knoxville 21: Walter Babcock, 3417 Ironwood Rd., Phone 524-4309 (Tenn., Va.)
Texas, Dallas 8: Robert Geidel, 7409 Albacore Dr., GY 4-6078 (Texas)
Texas, Dallas 8: Ralph Heitzman, 1917 Mayflower Dr., WHitehall 6-9509 (Texas)
Texas, Dallas: H. Hank Schwark, 1710 Loree Dr., DA 8-1126 (Texas)
Texas, Houston 35: Eric McCabe, 5407 Paisley La., PA 9-9753 (Texas)
Virginia, Richmond: James L. Lowry, 5616 Indigo Rd., ATlantic 8-5160 (Va.)

THOMPSON CHEMICALS CORP., 3028 Locust Ave., St. Louis 3, Mo.
Illinois, Decatur: Gloyd P. Clesson, 3359 W. Marshall, Phone 428-3051 (Del., D.C., Md., N. C., Va., W. Va.)
Missouri, Affton 23: Bernard Grossman, 9125 Pueblo Dr., FL 1-0952 (Ala., Ark., Fla., Ga., Kans., Ky., La., Miss., Mo., Okla., S. C., Tenn., Texas)

THOMPSON ELECTRIC CO., 5201 Richmond Rd., Bedford Heights, Ohio, P. O. Box 873, Cleveland 22, Ohio
Alabama, Birmingham 3: Elwyn B. Richey, Whitman Assoc., 823 Comer Bldg., ALpine 2-3079 (Ala.)
Georgia, Atlanta 3: Edgar D. Johnson, Whitman Assoc., 313 Bona Allen Bldg., JAckson 1-0977 (Ga.)
Louisiana, Baton Rouge: Lacy D. Cook, Colcock-Strickland, 2037 Rhodes Ave., ELgin 7-5824 (La.)
Mississippi, Jackson 6: William L. Strickland, Colcock-Strickland, 152 Chippewa Cir., EMerson 6-6195 (Miss.)
North Carolina, Charlotte 2: Norman E. Tindal, 126 Builders Bldg., ED 4-9168 (N. C.)
South Carolina, Columbia: George W. Greene, Jr., Whitman Assoc., 2246 Sumter St., ALpine 2-3032 (S. C.)
Tennessee, Nashville 4: Collin Finney, 4048 Outer Dr., CYpress 2-4380 (Tenn.)
Texas, Dallas 15: Wynne Snoots, Snoots-Wood Co., 2515 Clarence St., HAmilton 8-5108 (Texas)

THOR POWER TOOL CO., 175 N. State St., Aurora, Ill.
Alabama, Birmingham 4: Harry E. Lowe, 713 Graymont Ave., N., FAirfax 2-8797 (Ala., Miss.)
Georgia, Atlanta 5: William L. Deese, 1363 Spring St., N.W., TRinity 6-6756 (Ga., N. C., S. C., Va.)
Georgia, Atlanta 5: Russell S. Pitz, 1363 Spring St., N.W., TRinity 6-6756 (Fla.)
Missouri, Kansas City 8: Hollis H. Hoffman, 606 W. 17th St., VIctor 2-5122 (Ark., Kans., Mo.)
Missouri, Kansas City 8: Jack H. Shroff, 606 W. 17th St., VIctor 2-5122 (Ark., Okla.)
Missouri, St. Louis 8: Richard J. Spies, 4044 Forest Park Blvd., FRanklin 1-0150 (Mo.)
Ohio, Cincinnati 12: R. F. Robben, 4900 Franklin Ave., REdwood 1-2086 (Ky.)
Pennsylvania, Philadelphia 20: John R. Kix, 4441 Whitaker Ave., GLadstone 7-3232 (D.C.)
Texas, Houston 23: Malcolm Ballew, 5503 Lawndale Ave., WAlnut 8-3229 (Texas)
Texas, Houston 23: Jack Heck, 5503 Lawndale Ave., WAlnut 8-3229 (Texas)
Texas, Houston 23: Rex L. Trull, 5503 Lawndale Ave., WAlnut 8-3229 (Texas)
Virginia, Richmond 22: Brooks B. Lilliston, 2024 Chamberlayne Ave., ELgin 8-4973 (Md., Va.)

THORDARSON-MEISSNER, 7th & Bellmont Sts., Mt. Carmel, Ill.

TIMELY LIGHTING PRODUCTS, 4501 Perkins Ave., Cleveland 3, Ohio
Virginia, Richmond: L. W. Roberts Co., 300 W. Franklin St., MI 8-2214 (N. C., S. C.)

TITAN SALES CORP., 701 Seneca St., Buffalo 10, N. Y.
Georgia, Atlanta: Frank W. Collins Co., 31 Sixteenth St., N.W., Phone 874-3932 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Louisiana, New Orleans: Al Levin & Assoc., Inc., 301 Gaiennie, P. O. Box 1279, TUlane 8489 (La., Miss.)
Missouri, St. Louis 1: M. Hessel & Co., 722 Chestnut St., CEntral 1-0905 (Kans., Mo.)
Ohio, Cleveland 21: E. H. Koepke Co., 3921 Mayfield Rd., EVergreen 2-4220 (Ky.)
Pennsylvania, Ardmore: Shields & Wexler, 31 W. Athens Ave., MIdway 9-3232 (Del., D.C., Md., Va.)
Texas, Dallas 7: Weldon Jacobs Co., 1616 Dallas Trade Mart, RI 8-1825 (Ark., Okla., Texas)

E. H. TITCHENER & CO., 67 Clinton St., Binghamton, N. Y.
Georgia, Atlanta 3: J. A. Lloyd, 375 Whitehall St., S.W. (Ala., Fla., Ga., N. C., S. C., Tenn.)
Louisiana, New Orleans 10: Al Levin, P. O. Box 1279 (La., Miss.)
Texas, Dallas 15: Fain Assoc., Inc., 2434 S. Harwood, HA 8-7468 (Ark., Okla., Texas)

TOBE DEUTSCHMANN CORP., 921 Providence Hwy., Norwood, Mass.

TOLEDO PIPE THREADING MACHINE CO., 1445 Summit St., Toledo 4, Ohio

TOMIC SALES & ENGINEERING CO., 20000 Sherwood Ave., Detroit 34, Mich. (See advertisement on page 85)
Florida, Miami: Dave Grattan, 1002 N.W. 36th St. (Fla.)
Florida, St. Augustine: Anderson Harrold, P. O. Box 634, VA 9-8249 (Ala., Fla., Ga., N. C., S. C., Va.)
Georgia, Atlanta: Berry-Elsberry Co., 47 Alabama St., JA 2-2563 (Ala., Ga.)
Maryland, Baltimore: Alfred L. Daniels, 320 Mathieson Bldg. (D.C., Md.)
Missouri, St. Louis: Joseph Mollerus, 1901 Gravois, PR 1-1583 (Mo.)
North Carolina, Charlotte: C. C. Niedringhaus, 5338 Murray Hill Rd., JA 3-0558 (N. C., S. C.)
Pennsylvania, Philadelphia: L. B. Chapman, Jr., 819 Vine St., MA 7-5295 (Del.)
Pennsylvania, Pittsburgh: Sam Stover, 5495 Penn Ave., EM 1-7533 (W. Va.)
Pennsylvania, Springfield: Larry Murray, 487 Colonial Park Dr., KI 3-2824 (Del., D.C., Md.)
Tennessee, Knoxville: C. E. Pitner, P. O. Box 693, Phone 7-7718 (Tenn.)
Tennessee, Memphis: Joseph Devereux, Mid-South Sales, Inc., P. O. Box 783, MU 2-3573 (Ark., Miss., Tenn.)
Texas, Dallas: Walter J. Huemmer, 3503 Irwindell Blvd., FE 1-0928 (Okla., Texas)
Virginia, Richmond: L. W. Roberts, 300 W. Franklin, MI 8-2214 (Va.)

TORK TIME CONTROLS, INC., 1 Grove St., Mt. Vernon, N. Y.
Arkansas, Little Rock: Jack Greene, P. O. Box 2591, MOhawk 4-2696 (Ark.)
Florida, Miami: John McWhorter, 49 N.E. 22nd St., FRanklin 9-8122 (Fla.)
Georgia, Atlanta: Verlyn Branham, 3181F Roswell Rd., N.W., CEdar 3-1658 (Ala., Ga., Tenn.)
Kansas, Kansas City: Richard Mercer, 1810 Walker St., MAyfair 1-5405 (Kans.)
Kansas, Wichita: Walter Zimmerman, 3413 E. Murdock, P. O. Box 3621, Munger Station, MUrray 3-3161 (Kans.)
Kentucky, Louisville: Art Pickens, 1925 Buttonwood Rd., JUniper 3-5518 (Ky.)
Louisiana, New Orleans: Fred Baldridge, 525 Godchaux Bldg., JAckson 5-9258 (La., Miss.)
Maryland, West Hyattsville: Vic Miller, P. O. Box 616, 5804 Queens Chapel Rd., APpleton 7-1877 (D. C., Md., Va.)
Missouri, St. Louis: Carl Froebel, 1246 Hampton Ave., MIssion 7-1022 (Mo.)
North Carolina, Greensboro: Wilson Byrd, 1920 Sullivan St., P. O. Box 6101, Summit Sta., BRoadway 3-5932 (N. C., S. C.)
Pennsylvania, Philadelphia: Harry Anschuetz, 113 N. 23rd St., LOcust 4-0872 (Del.)
Pennsylvania, Pittsburgh: Gayle Lewis, P. O. Box 224, 2402 Milford Dr., Bethel Park, TEnnyson 5-8192 (W. Va.)
Texas, Dallas: Paul Matthews, Burrus & Matthews, 2810 Canton St., RIverside 1-6241 (Okla., Texas)
Texas, Houston: G. Doug Burrus, Burrus & Matthews, 1116 Nagle St., CApitol 7-4173

TOUCH-PLATE MFG. CORP., P. O. Box 1970, Long Beach 1, Calif.
Alabama, Birmingham 8: Terrell T. Philen, 2124 48th St., W. (Ala.)
Florida, Coral Gables: Fred Gross, Jr., P. O. Box 996 (E. Fla.)
Florida, Tampa: Jack D. Whetsell, P. O. Box 7093, Seminole Heights Sta. (W. Fla.)
Georgia, Atlanta 3: Biglin Assoc., Inc., 177 Harris St., N.W., JAckson 4-1761 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn., Va.)
Louisiana, Metairie: George E. Anderson Co., 1319 Veterans Memorial Hwy., VE 1-3173 (Ark., La.)
Louisiana, Metairie: Thomas C. Davis, 9000 25th St. (Miss.)
North Carolina, Charlotte: Harold M. Short, 1033 Lanier Ave. (N. C.)
Ohio, Dayton: Gary Roof & Assoc., 1145 3rd National Bldg., BA 4-9813 (Ky.)
Oklahoma, Oklahoma City 2: Robert E. Gee, 5801 N. Billen (Okla.)
Pennsylvania, Broomall: W. Robert Bryans, 2929 West Chester Pike, ELgin 6-1359 (Del.)
Pennsylvania, Pittsburgh 27: Clarke & Lype Assoc., 4135 Brownsville Rd., TUxedo 4-4488 (W. Va.)
Texas, Dallas 2: George E. Anderson Co., Inc., 1901 Griffin St., RI 1-5931 (Ark., La., Okla., Texas)
Virginia, Richmond 34: Howard G. Hanson, 3023 Parksdale Rd. (Va.)

TOWNE HARDWARE DIV., Yale & Towne Mfg. Co., 144 East 44th St., New York 17, N. Y.

TRADE-WIND DIV., Robbins & Myers, Inc., 2500 Frisco Ave., P. O. Box 3775, Memphis 14, Tenn.
Florida, Winter Park: Herbert L. Vinton, P. O. Box 1645, MIdway 7-5854 (Fla.)
Georgia, Atlanta 7: Ed. R. Wright, 864 Barton Woods Rd., N.E., Phone 378-7635 (Ala., Ga., Tenn.)
Louisiana, New Orleans: Cressy Sales Co., P. O. Box 19325, HUnter 8-5200 (Ala., La., Miss.)
Missouri, Kansas City 41: Curt H. Conrad Co., P. O. Box 35, BAltimore 1-3990 (Kans., Mo.)
Missouri, St. Louis 14: M. C. Nicholson, 3901 Engler Ave., HArrison 7-4109 (Mo.)
North Carolina, Charlotte 3: George Scott, 501 E. Morehead St., FR 6-2321 (N. C., S. C.)
Ohio, Cincinnati 30: E. E. Maundrell, 6264 Corbly Rd., BEechmont 1-5279 (Ky., W. Va.)
Tennessee, Memphis 14: William H. Harwood, 2500 Frisco Ave., FAirfax 7-8421 (Ark., Ky., Miss., Tenn.)
Texas, Dallas 29: G. W. Freise Co., 4025 Alta Vista, FLeetwood 7-2653 (La., Okla., Texas)
Texas, Houston 27: Harvey Hess, P. O. Box 22162, MOhawk 4-2005 (La., Texas)

TRANSIMATIC CO., 209 S. Washington, Sedalia 8, Mo.
Texas, Fort Worth: Bud Massie, P. O. Box 1934, PE 8-2404 (Ark., La., Okla., Texas)

TREGO, INC., 566 E. 1st St., Boston 27, Mass.

TRIAD TRANSFORMER CORP., 4055 Redwood Ave., Venice, Calif.
Alabama, Huntsville: Murphy & Cota, Electric Systems Center, Rm. 216, JEfferson 6-9121 (Ala., Miss., Tenn.)
Florida, Orlando: Murphy & Cota, 2319 East South St., GArden 4-2167 (Fla.)
Georgia, Atlanta 9: Murphy & Cota, 2110 Peachtree Rd., N.W., TRinity 6-3020 (Ga.)
Indiana, Fort Wayne: Burton F. Homsher, 4320 Dodge Ave., TRinity 3-1348 (Ky.)
Maryland, Lutherville: Robert Finlay, Jr., Baltimore-Maryland Branch, P. O. Box 29, VAlley 3-9086 (Del., D.C., Md.)
Missouri, Berkeley 21: Ellinger Sales Corp., 6427 Evergreen St. (Kans., Mo.)
North Carolina, Charlotte 2: Murphy & Cota, 221 Latta Arcade, FRanklin 5-2317 (N. C., S. C., Va.)
North Carolina, Winston-Salem: Murphy & Cota, 1106 Burke St., PArk 4-0750 (N. C., S. C., Va.)
Pennsylvania, Pittsburgh 34: Gene S. Root & Co., 733 Valevists Ave., LOcust 1-4125 (W. Va.)
Texas, Dallas 34: Branum Sales, Inc., 2334 Havenhurst, P. O. Box 14348, CHapel 7-7128 (Ark., La., Okla., Texas)

TRIANGLE CONDUIT & CABLE CO., INC., Triangle & Jersey Aves., P. O. Box 711, New Brunswick, N. J.
Alabama, Birmingham: W. R. Kelley, 205 S. 32nd St., FAirfax 2-5537 (Ala.)
Florida, Jacksonville: P. C. Cushman, 1641 Landon Ave., P. O. Box 2614, EXbrook 8-4711 (N. Fla., S.E. Ga.)
Florida, Palm Beach: J. U. Cushman Sr., 236 Phipps Plaza, P. O. Box 526, TEmple 2-5336 (S. Fla.)
Georgia, Atlanta 9: M. C. Welch, 45 11th St., N.E., Rm. 203, TRinity 2-2184 (Ga., Tenn.)
Indiana, Indianapolis 3: E. E. Vincent, 2020 S. Arlington Ave., FLeetwood 7-1396 (Ky.)
Kansas, Overland Park: J. W. Goodwin, 7113 W. 79th St., NIagara 2-6130 (Kans., N.W. Mo., N. Okla.)
Louisiana, New Orleans 25: J. E. Naylor, 3519 Octavia St., UNiversity 6-1410 (Ark., La., Miss., W. Tenn.)
Maryland, Annapolis: J. F. Barry, P. O. Box 464, COlonia 3-2111 (S. Del., D.C., Md.)
Missouri, St. Louis 18: G. W. Sanders, 3010 S. Grand Blvd., PRospect 6-5518 (N.E. Kans., Mo.)
North Carolina, Charlotte 1: J. U. Cushman, Jr., 414 Foster St., P. O. Box 695, JAckson 3-3312 and JAckson 3-3313 (S.W. N. C., S. C., E. Tenn.)
Pennsylvania, Philadelphia 7: T. F. Quinn, 1132 Western Saving Fund Bldg., Broad & Chestnut Sts., PEnnypacker 5-6672, PEnnypacker 5-6673 and PEnnypacker 5-6674 (N. Del.)
Texas, Dallas 1: D. I. Trees, 504 Interurban Bldg., RIverside 7-6720 (S. Okla., N. Texas)
Texas, Houston 27: J. P. McKiernan, 4222 Richmond Ave., MOhawk 5-5147 (S. Texas)
Virginia, Richmond 30: A. L. Perry, P. O. Box 6343, ELgin 5-5864 (N.E. N. C., Va.)
West Virginia, Parkersburg: D. K. Becker, 1913 Foley Ave., P. O. Box 1604, GArfield 8-1691 (W. Va.)

TRIANGLE ELECTRIC MFG. CO., INC., 2150 N.W. Miami Ct., Miami, Fla.
Florida, Coral Gables: Harry J. Dillon, 2150 N.W. Miami Ct., FR 7-1484 (S. Fla.)
Florida, Fort Lauderdale: J. Ray Coble, 2150 N.W. Miami Ct. (Fla.)
Florida, Fort Lauderdale: Robert Mills, 921 S.W. 29th Ave., LU 2-7802 (S.E. Fla.)
Florida, Tampa: Thomas Cherry, 4309 Beachway Dr., RE 7-2706 (W. Fla.)

TRICO FUSE MFG. CO., 2948 N. 5th St., Milwaukee 12, Wis.
Georgia, Atlanta 5: B. S. Woodman, P. O. Box 12242, CEdar 3-9761 (Ala., Fla., Ga.)
North Carolina, Charlotte: T. H. McKenzie, York Rd., P. O. Box 395, LA 2-5742 (N. C., S. C.)
Pennsylvania, Pittsburgh 1: Charles R. Norrish Co., 2900 Smalliman St., AT 1-8466 (W. Va.)
Texas, Dallas 35: Industrial Sales Service, Inc., 6626 Maple, FLeetwood 7-4379 (Ark., La., Miss., Texas)
Texas, Houston 3: W. E. Brice Co., 303 Bastrop St., CApitol 2-7321 (Texas)

TRI-K-MFG. CO., 654 Broadway, New York 12, N. Y.

TRINE MFG. CORP., 1430 Ferris Pl., New York 61, N. Y.
Georgia, Atlanta 3: Biglin Assoc., 177 Harris St., N.W., JAckson 4-1761 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)
Kentucky, Mayfield: A. L. Pickens, P. O. Box 371, CH 7-2945 (Ky.)
Missouri, Independence: J. D. Burns, P. O. Box 615, HArrison 1-0288 (Kans.)
Missouri, St. Louis 4: F. Joe Mollerus, 1901 Gravois Ave., PRospect 1-1583 (Mo.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Pennsylvania, Philadelphia 6: Irving Shapiro, 220 Quarry St., MArket 7-6424 or MArket 7-6425 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 12: Marvin Frankel, E. Ralph Fargotstein Co., 209 Martin Bldg., ALlegheny 1-2600 (W. Va.)
Texas, Dallas 5: Guy Kirkpatrick, 3620 Maplewood, LAkeside 6-8089 (Okla., Texas)

TRIPPE MFG. CO., 133 N. Jefferson St., Chicago 6, Ill.
Alabama, Birmingham: A. P. Bolton, 604 Warwick Rd., TR 1-6208 (Ala., Miss.)
Florida, Miami: Larry Grissom, 1951 S.W. 23rd Ter., Highland 3-6173 (Fla., Ga.)
Pennsylvania, Philadelphia: Nathan Graubard, 4401 Conshoshocken Ave., GR 7-9284 (Del., D.C., Md.)
Texas, Dallas 30: Earl W. Anderson, 6539 Lakehurst Ave., EM 1-1428 (Ark., La., Okla., Tenn., Texas)
Virginia, Richmond 25: Charles C. Laney Agency, 8424 Midlothian Pike, BRidge 2-0059 (N. C., Va.)

TRUCK EQUIPMENT CO., 3963 Walnut St., Denver 5, Colo. (See advertisement on page 82)
Kansas, Kansas City: Western Equip. Co., 109 Kansas Ave., DRexel 1-5580 (Kans.)
Missouri, St. Clair: Steelweld Equip. Co., GE 6-3993 (Mo.)
North Carolina, Charlotte: Power Equip. Co., 4512 Wilkinson Blvd., EXpress 9-0461 (Ga., N. C., S. C.)
Pennsylvania, Kingston: Wyoming Valley Equip. Co., 714 Wyoming Ave., BUtler 7-3158 (Ala., Del., D.C., Fla., Ky., Md., Va., W. Va.)
Tennessee, Memphis: Utilities Equip. Co., 821 S. Barksdale, BRoadway 5-6575 (Ark., Miss., Tenn.)
Texas, Houston: Koenig Iron Works, P. O. Box 7726, UNderwood 9-3547 (La., Texas)

TRU-LITE MFG. CO., INC., 281 Walden St., Cambridge, Mass.

TURNER & SEYMOUR MFG. CO., Lawton St., Torrington, Conn.
Georgia, Atlanta 5: Grover F. Fuller, 711 Morosco Dr., N.E., Apt. A-10 (Ala., Fla., Ga., N. C., S. C.)
Missouri, St. Louis 16: H. Earl Schoenecker, 7120 Leona St., FLanders 3-7574 (Kans., Ky., Mo., Tenn.)
Pennsylvania, Overbrook (Philadelphia): H. L. Milford, 7543 Greenhill Rd., TRinity 7-5810 (Del., D.C., Md., Va.)
Texas, Dallas: R. B. Wilber Co., 106 Express St. (Ark., La., Okla., Texas)

TURNER ELECTRIC CORP., 9510 St. Clair Ave., East St. Louis, Ill.
Florida, Miami: Bowen-Arnold Agency, 190 S. E. 14th Ter., Apt. 23, FRanklin 4-7860 (Fla.)
Florida, St. Petersburg 12: Bowen-Arnold Agency, 4228 Cortez Way, S., ORange 1-8021 (Fla.)
Georgia, Atlanta 25: H. L. Macon & Co., Sta. "N", Box 19771, CEdar 3-3342 (Ala., Miss., N. C., S. C.)
Georgia, Smyrna: Wayne Johnson & Assoc., P. O. Box 201, HEmlock 2-1292 (Ga.)
Indiana, Evansville 11: Utility Products Co., Inc., 321 Inwood Dr., HA 2-8837 (S. Ill., Ky.)
Kentucky, Lexington: J. H. Warrington, P. O. Box 293, Phone 2-8149 (S. Ky., W. Va.)
Missouri, Springfield: Ivan Boggs & Co., 1010 Normal St., P. O. Box 2426, National Sta., UNiversity 5-2141 (Ark., Kans., Mo.)
Oklahoma, Tulsa 9: Harold M. Furtney Co., P. O. Box 7081, Brookside Sta., RIverside 7-6490 (Okla.)
Pennsylvania, Pittsburgh 27: V. K. Curtis, 205 Burdine Ave., TUxedo 4-3975 (Md., W. Va.)

TUTTLE & BAILEY, 215 Warren St., New Britain, Conn.

H. W. TUTTLE AND CO., Tecumseh, Mich.

E. W. TWITCHELL, INC., 3rd & Somerset Sts., Philadelphia 35, Pa.

U

U-C-LITE MFG. CO., 1050 W. Hubbard St., Chicago 22, Ill.

UNADCO MFG. CO., 182 Whalley Ave., New Haven 9, Conn.

UNION CARBIDE CORP., 30 E. 42nd St., New York 17, N. Y.

UNION CARBIDE PLASTICS CO., Div. of Union Carbide Corp., 270 Park Ave., New York 17, N. Y.
Georgia, Atlanta 3: T. W. Beliakoff, 57 Forsyth St., JAckson 3-2567 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Missouri, Kansas City 41: W. R. Neely, 910-912 Baltimore Ave., BAltimore 1-2400 (Kans., Mo.)
Missouri, St. Louis 22: P. B. Hanrahan, 122 N. Kirkwood Rd., YOrktown 5-2440 (Ark., Kans., Mo.)
North Carolina, Greensboro: J. B. Honish, Rm. 814 Guilford Bldg., BRoadway 4-7696 (N. C., Va.)
Texas, Dallas 6: J. A. Gibbons, 6300 North Central Expressway, EMerson 3-1691 (Ark., Okla., Texas)

UNION INSULATING CO., P. O. Box 351, Parkersburg, W. Va.
Georgia, Atlanta 2: Union Insulating Co., c/o Southern Bonded Warehouse, 367 John St., N.W., Office 20, JAckson 5-4521 (Ala., Fla., Ga., E. Tenn.)
Kansas, Prairie Village 15: Harry Walker, 7410 Mission Rd., ENdicott 2-0922 (Kans., W. Mo.)
Louisiana, New Orleans 19: Dupont-Bondurant, Inc., 550 N. Pierce St., P. O. Box 19435, Phone 482-3167 (La., Miss.)
Missouri, St. Louis 10: J. J. Rhoades Co., 5627 Manchester Ave., MIssion 7-4344 (Mo.)
North Carolina, Charlotte: W. H. Lassiter Sales Co., 2506 Lucena, P. O. Box 11014, FRanklin 5-5031 (N. C., S. C., Va.)
Pennsylvania, Philadelphia 30: Isenberg-Thurlow, 635 N. 19th St., CEnter 2-0200 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 12: Gamble & Albrecht Co., 839 W. North Ave., FAirfax 2-0494 (W. Va.)
Texas, Dallas 26: Burrus & Matthews, 2810 Canton St., RIverside 1-6241 (Ark., La., Okla., Tenn., Texas)
Texas, Houston 3: Burrus & Matthews, 1116 Nagle St., CApital 7-4173 (Ark., La., Okla., Tenn., Texas)
West Virginia, Parkersburg: Guy Smith, P. O. Box 351, GArfield 2-4371 (Ky.)

UNION METAL MFG. CO., 1432 Maple Ave., N.E., Canton 5, Ohio

UNISTRUT PRODUCTS CO., 933 W. Washington Blvd., Chicago 7, Ill.
Alabama, Birmingham 1: B. L. Hinkle, Jr., 2923 Fifth Ave., S., P. O. Box 831, FAirfax 2-4541 (Ala.)
District of Columbia, Washington 2: Claude S. Martin, 1135 Okie St., N.E., LAwrence 6-9505 (D.C.)
Florida, Tampa 10: Joe Victor, 4006 Bluff Ave. (Fla.)
Georgia, Atlanta 10: R. A. Wanner, 720 Lee St., S.W., PLaza 8-6316 (Ga.)
Kentucky, Louisville 2: Robert L. Schmitt, 306 E. Main St., JUniper 7-0732 and JUniper 7-0733 (Ky.)
Louisiana, New Orleans 13: S. I. Daigle, 437 Philip St., P. O. Box 1231, EXpress 2138 (Fla., La., Miss.)
Maryland, Baltimore 2: Henry F. Brown, 45 South Gay St., PLaza 2-1179 (Md.)
Maryland, Baltimore 18: William J. Shanley, Branch of Unistrut Virginia Sales & Service, Inc., 2114 Maryland Ave., CHesapeake 3-5000 (Md.)
Missouri, North Kansas City 16: Nels Simon, 1545 Atlantic Ave., Victor 2-2043 (Kans., Mo.)
North Carolina, Charlotte 1: B. Merritt, 300 W. First St., P. O. Box 1339, FRanklin 5-5761 (N. C., S. C.)
Ohio, Cincinnati 6: Charles E. Moran, 2167 Florence Ave., AVon 1-7171 (Ky.)
Oklahoma, Tulsa 3: Paul King, 826 N. Fulton, TEmple 6-2501 (Okla.)
Pennsylvania, Philadelphia 40: William Snyder, 9th St. & Sedgley Ave., BAldwin 6-1341 (Del.)
Pennsylvania, Pittsburgh 33: H. G. Haile, 1280 Ridge Ave., ALlegheny 1-3126 (W. Va.)
Tennessee, Knoxville 17: Gordon D. Harrison, 917 Cooper St., ALpine 5-0613 (Tenn., Va.)
Tennessee, Memphis: Kenneth E. Johnson, 3294 Poplar Ave., FAirfax 4-6601 (Ark., Tenn.)
Texas, Dallas 26: L. R. Ward, 3009-11 Canton St., RIverside 8-9004 (Texas)
Texas, El Paso: H. L. Peterson, 2137 Mills St., KEystone 3-9060 (Texas)
Virginia, Alexandria: W. J. Shanley, 2420 Oakville St., King 8-9100 (Va.)
West Virginia, Charleston 4: J. C. Jefferds, 3416 Chesterfield Ave., P. O. Box 4398, WAlnut 5-2194 (Va., W. Va.)

UNIT CRANE & SHOVEL CORP., 6711 West Burnham St., Milwaukee 19, Wis.

UNITED MFG. CO., Div of UMC Electronics, 41 Haig St., Hamden 14, Conn.
Connecticut, Hamden 14: Don F. Gough, 41 Haig St., CHestnut 8-4491 (Del., D.C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

UNITED STATES ELECTRIC MFG. CORP., 222 W. 14th St., New York, N. Y.

U. S. EXPANSION BOLT CO., State St. & Pennsylvania R. R., P. O. Box 827, York, Pa.
Pennsylvania, York: William K. Rudisill, 355 Pennsylvania Ave., Phone 8-5137 (Del., D. C., Md., Northern W. Va.)
South Carolina, Pickens: Norval H. Floyd, 205 Jefferson St. (Fla., Ga., S. C.)
Texas, Dallas 34: James E. Allison, 2906 Candlewick La., CHapel 7-1186 (Ark., Kans., Mo., Okla., Texas)
Virginia, Ellerson: B. C. Cleary, Route 2, Box 105, Pioneer 6-5755 (Ky., N. C., Va., W. Va.)
Virginia, Hampton: E. K. Nicholson, 215 Pocahontas Pl. (Ala., E. La., Miss., Tenn.)

U. S. FLUORESCENT MFG. CO., 5110 N.W. 2nd Ave., Miami, Fla.

UNITED STATES MOTORS CORP., 102 W. Fifth Ave., Oshkosh, Wis.

UNITED STATES RUBBER CO., Rockefeller Center, 1230 Avenue of The Americas, New York 20, N. Y.
Georgia, Atlanta 2: 999 Lee St., S.W.
Illinois, Chicago 32: 4135 S. Pulaski Rd.
Louisiana, New Orleans 25: 900 S. Jefferson Davis Parkway
Maryland, Baltimore 5: 500 N. North Point Rd.
Missouri, North Kansas City 16: 16th & Swift Aves.
North Carolina, Gastonia: 214 W. Ruby Ave.
Oklahoma, Tulsa 4: 1132 S. Lewis Ave.
Texas, Dallas 35: 1011 Regal Row
Texas, Houston 17: 6654 Gulf Freeway

UNITED STATES STEEL CORP., American Steel and Wire Div., Rockefeller Bldg., Cleveland 13, Ohio
(See United States Steel Corp., Tennessee Coal & Iron Div.)

UNITED STATES STEEL CORP., Tennessee Coal & Iron Division, P. O. Box 599, Fairfield, Ala.
Alabama, Birmingham 9: George Hannon, 2056 Vestavia Lake Dr., TR 1-5771 (Ala., Fla., Miss., Tenn.)
Alabama, Birmingham 16: E. D. Hunter, 137 Woodmont Dr., TR 1-7789 (Ala., Ark., Fla., Ga., La., Miss., N. C., Okla., S. C., Tenn., Texas)
Alabama, Fairfield: J. G. McCleery, P. O. Box 599, ST 5-8011 (Ala., Fla., Miss., Tenn.)
Florida, Jacksonville: D. E. Nolen, 1414 Prudential Bldg., EXbrook 8-9778 (Fla., Ga.)
Georgia, Atlanta 9: C. P. Irwin, 1375 Peachtree St., N.E., TR 5-9462 (Ga., N. C., S. C.)
Louisiana, New Orleans 19: W. V. Jones, 222 The Caribe Bldg., 2475 Canal St., Phone 529-1111 (La., Miss.)
North Carolina, Charlotte 5: R. C. Wald, 3933 Winfield Dr., ED 4-9310 (Ga., N. C., S. C.)
Oklahoma, Tulsa 3: H. S. Hill, Jr., Philtower Bldg., 421 S. Boston (Okla.)
Tennessee, Memphis 7: D. W. Goodrich, 904 N. Dickinson St., Phone 36-2963 (Ark., Miss., Tenn.)
Tennessee, Memphis 1: R. E. Higgins, 131 W. Georgia, P. O. Box 54, JAckson 7-9521 (Ark., Miss., Tenn.)
Texas, Houston 35: Alvin H. Crane, 5607 Benning Dr., GYpsy 4-6070 (Texas)
Texas, Houston 1: M. W. Phair, P. O. Box 159, ORchard 2-1681 (Texas)

Texas, Houston 4: D. R. Taylor, 5319 LaBranch St., JAckson 3-8980 (Texas)

U. S. WIRE & CABLE CO., Progress & Monroe Sts., Union, N. J.

UNIVERSAL BLOWER CO., Birmingham 5, Mich.

UNIVERSAL MFG. CORP., 29-51 E. 6th St., Paterson 4, N. J.
Arkansas, Little Rock: N. B. Nicholas, 2509 Bishop St., FR 4-6797 (Ark.)
Georgia, Atlanta: W. J. Milner Co., 1081 Memorial Dr., S.E., Phone 524-8069 (Ala., Fla., Ga., S. Ky., E. Tenn.)
Louisiana, New Orleans: Dupont-Bondurant, Inc., 550 N. Pierce St., Phone 482-3167 (La., S. Miss.)
Maryland, Laurel: Universal-Lite Distributors, Inc., U. S. Route 1, PArkway 5-2112 (D.C., Md., N. C., S. C., Va.)
Missouri, Kansas City: F. A. Bettis Co., 3718 Broadway, JEfferson 1-1530 (Kans.)
Missouri, St. Louis: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (W. Ky.)
Ohio, Cleveland: Gregory & Flynn, 4501 Perkins Ave., ENdicott 1-0676 (N. Ky., W. Va.)
Pennsylvania, Ambler: Howard A. Hennessy, 20 Meade Rd., Broad Ax Village, MI 6-2672 (Del.)
Tennessee, Memphis: Jim Clary, 62 Flicker St., FA 3-4055 (N. Ark., N. Miss., W. Tenn.)
Texas, Dallas: Burrus & Matthews, 2810 Canton St., RI 1-6241 (Okla., Texas)
Texas, Houston: Burrus & Matthews, 1116 Nagle St., CA 7-4173 (Okla., Texas)

UNIVERSAL METAL HOSE CO., 2133 S. Kedzie Ave., Chicago 23, Ill.
Florida, Fort Lauderdale: W. Chester Smith, 207 E. Broward Blvd., JAckson 4-7172 (Fla.)
Indiana, Indianapolis 20: Edward G. Keyler, 5534 Haversford Ave., CL 3-3313 (Ky.)
Louisiana, New Orleans 10: Al Levin & Assoc., 301 Galennie, TUlane 8489 (Ala., Ga., La., Miss.)
Missouri, Kansas City: Nulik-McCormick Co., 2611 Warwick Tfcwy., HA 1-6638 (Kans., Mo.)
Missouri, St. Louis 3: John E. Kindall, 2004 Locust St., CEntral 1-6146 (Mo.)
Texas, Dallas 15: Fain Assoc., Inc., 2434 S. Harwood St., HA 8-7468 (Ark., Texas)
Virginia, Richmond 20: Paul M. Simpson and Son, 717 Byrd Park Ct., EL 3-0287 (N. C., Va.)

UNIVERSAL MOTOR CO., Electric Power & Light Plant Division, 438 Universal Dr., Oshkosh, Wis.

UNIVERSAL POLE BRACKET CORP., P. O. Box 8454, Houston 4, Texas

UNIVERSAL WIRE & CABLE CO., 2915-2939 N. Paulina, Chicago 13, Ill.

UP-RIGHT SCAFFOLDS, Div. of Up-Right, Inc., 1013 Pardee St., Berkeley 10, Calif.
District of Columbia, Washington: Earl Calahan, 422 Washington Bldg., EXecutive 3-7165 (Del., D.C., Md., N. C., Va.)
Georgia, Atlanta 3: Charles Cardin, 701 Bank of Georgia Bldg., 34 Peachtree St., N.W., JAckson 3-2263 (Ala., Fla., Ga., Miss., N. C., S. C., Tenn.)
Missouri, Kansas City: John Greenwood, 1016 Baltimore Bldg., BAltimore 1-5485 (Ark., Kans., Mo., Okla.)
Ohio, Cincinnati: Kenneth Fox, 720 Main St., MAin 1-3758 (Ky.)
Pennsylvania, Pittsburgh: Donald Franz, 530 6th Ave., COurt 1-4696 (Va., W. Va.)
Texas, Dallas: Dale Cannon, 616 Jefferson Tower Bldg., WHitehall 6-2373 (La., Texas)

R. E. UPTEGRAFF MFG. CO., P. O. Box 182, Scottdale, Pa.
Alabama, Birmingham 9: Morrison & Stewart, 1929 Cahaba Rd., TRemont 1-0335 (Ala., Fla., Tenn.)
Arizona, Tucson: Central Station Equip. Co., 2323 Aviation Hwy., MAin 3-2493 (Texas)
District of Columbia, Washington 6: Commercial Engrg. Co., 1627 "K" St., N.W., NAtional 8-9238 (D.C., Md.)
Florida, Jacksonville 11: Belcher & Assoc., Inc., 8751 Atlantic Blvd., RA 4-7811 (Fla.)
Georgia, Atlanta 25: H. L. Macon, P. O. Box 19771, Sta. "N", CEdar 3-3342 (S. C.)
Georgia, Atlanta 13: O. V. Scott, Jr., 305 Techwood Dr., JAckson 3-0927 (Ga.)
Missouri, Jefferson City: McCrabb Engineering & Sales Co., 631 W. Main St., Phone 6-2633 (Kans., Mo.)
North Carolina, Greensboro: E. T. Green, P. O. Box 5034, Phone 299-8820 (N. C., Va.)
Pennsylvania, Philadelphia 44: J. E. Brash, 18 W. Chelten Ave., VIctor 3-3099 (Del.)
Texas, Houston 19: The Eads Co., 1115 Dunlavy St., EMerson 3-3637 (La., Texas)
Texas, Dallas 5: The Eads Co., P. O. Box 8204 (La., Texas)
Virginia, Virginia Beach: R. L. Graham, P. O. Box 322, GArden 8-3837 (N. C., Va.)
West Virginia, Charleston: G. H. Zimmerman Co., 1033 Quarrier Bldg., Dickens 2-2212 (Va., W. Va.)

USCO POWER EQUIPMENT CORP., 829 N. 36th Way, P. O. Box 629, Birmingham 1, Ala. (See advertisement on page 1)
Alabama, Birmingham 9: Charles W. Ashby, 1827 28th Ave., S., TR 9-1651 (Ala., Fla.)
Arkansas, Little Rock: Curtis H. Stout, P. O. Box 107, FRanklin 4-8201 (Ark., La., Miss.)
Georgia, Atlanta 5: S. J. Flanagan, 2562 Sharondale Dr., CEdar 3-7658 (Fla., Ga.)
Indiana, Evansville 11: A. G. Simonds & John Stoddard, 321 Inwood Dr., HArrison 2-8837 (Ky.)
Missouri, Springfield: Ivan Boggs, P. O. Box 2426, National Sta., UN 5-2141 (Kans., Mo.)
North Carolina, Cary: Fred B. Woods, Route 1, Box 16-B, HOpkins 7-2151 (N. C., S. C.)
Tennessee, Knoxville: B. H. McCoin, P. O. Box 254, Phone 588-0813 (Tenn.)
Texas, Dallas 35: Abbey Zimmerman, 2728 W. Mockingbird La., FLeetwood 7-8121 (Texas)
Texas, Houston 1: A. C. Krachy, P. O. Box 1724, CApitol 5-6661 (Texas)
Virginia, Leesburg: Carl F. Fayen, Utopia Farms, RFD, SPring 7-2210 (Del., D.C., Md., Va., W. Va.)

UTICA DROP FORGE & TOOL, Division of Kelsey-Hayes Co., 2415 Whitesboro St., Utica 4, N. Y.
Minnesota, Minneapolis 26: Donald Teorey, 1661 Virginia Ave., LIberty 5-8300
Missouri, Kansas City 1: Chester Pawelec, 5503 Paseo Blvd., VIctory 2-0355 (Kans., Mo.)
New York, Utica: Willard Pugh, 1426 Watkins Ave., RA 4-7560 (Del., D.C., Md.)
New York, Utica: F. J. Stiefvater, 1402 Sophia Ave., RE 3-1662 (W. Va.)
North Carolina, Charlotte 5: Howard Edick, 3944 Winfield Dr., KEystone 7-4864 (N. C., Tenn., Va.)
Ohio, Cincinnati 39: Roy Jeggle, 3235 McGill Rd., WE 1-5161 (Ky.)
Tennessee, Nashville 3: Perry & Barr Co., 1717 West End Bldg., AL 5-9946 (Ala., Fla., Ga., Miss.)
Texas, Waxahachie: Melvin Glandon, 623 Dunn (Ark., La., Okla., Texas)

UTILITIES SAFETY SUPPLY CO., INC., Jefferson St. & Hwy. 50, Lee's Summit, Mo.

UTILITIES SERVICE CO., N. Seventh St. Extension at Grape St., Allentown, Pa.
Alabama, Birmingham 3: Carl Smith, Belcher & Assoc., Inc., 512 N. 18th St., FA 2-1733 (Ala.)
District of Columbia, Washington 13: Bradley Co., Inc., P. O. Box 1928, 212 "H" St., N.W., RE 7-1300 (D.C., Md.)
Florida, Jacksonville 11: H. Jack Belcher, Belcher & Assoc., Inc., 8751 Atlantic Blvd., RA 4-7811 (Fla.)
Florida, Miami 32: E. E. Getsee, Belcher & Assoc., Inc., 61 N.E. 2nd St., FR 1-700 (Fla.)
Florida, St. Petersburg 1: Chester G. Anderson, Belcher & Assoc., Inc., 710 Central Ave., Phone 7-7575 (Fla.)
Georgia, Atlanta 3: W. T. Workinger, Belcher & Assoc., Inc., 34 Peachtree St., N.W., JA 5-4221 (Ga.)
Kentucky, Louisville 7: A. L. Pickens Co., 1925 Buttonwood Rd., JU 3-5518 (Ky.)
Louisiana, Metairie: R. C. Hauk, P. O. Box 9272, VE 5-0697 (La., Miss.)
Missouri, Springfield: Ivan Boggs, Ivan Boggs & Co., P. O. Box 2426, National Sta., 1010 Normal, UN 5-2141 (N. Ark., Kans., W. Mo.)
Missouri, St. Louis 22: Carlton Cooley, 1115 Kirkham Rd. (Glendale), WO 2-1033 (E. Mo.)
Pennsylvania, Allentown: R. J. Pavelko, N. Seventh St. Extension at Grape St., HE 4-9541, HE 4-9542 and HE 4-9543 (Del., E. Md.)
South Carolina, Columbia: Robert M. Love, Jr., Engineer Sales Co. of Carolina, 715 Woodrow St., P. O. Box 5085, AL 3-4404 (N. C., S. C.)
Tennessee, Nashville 1: John S. Baron, John S. Baron Agency, P. O. Box 1271 (Tenn.)
Texas, Dallas 35: Curtis Musgrove Co., 8909 Sovereign Row, P. O. Box 35352, FL 1-3239 (Texas)
Texas, Fort Worth: Jack R. Hamilton, Curtis Musgrove Co., 304 Mutual Savings Bldg., 8th & Throckmorton Sts., ED 6-3634 (Texas)
Texas, Houston 27: Ormonde Smith, Jr., Curtis Musgrove Co., P. O. Box 22324, JA 4-9112 (Texas)
Texas, San Antonio 12: R. D. Erb, Curtis Musgrove Co., P. O. Box 8232, Laurel Heights Sta., DI 2-8417 (Texas)
Virginia, Richmond 19: Bradley Co., Inc., Exchange Bldg., Rm. 107, 601 E. Franklin St., MI 8-9366 (Va.)

UTILITY BODY CO., 1530 Wood St., Oakland, Calif.
Alabama, Birmingham: Altec, Inc., 1730 Vanderbilt Rd., ALpine 2-0241 (Ala., Fla., Ga., Miss., Tenn.)
Louisiana, New Orleans: Truck Equipment Co., 2923 Tchoupitoulas St., TWinbrook 1-5824 (La., Miss.)
Nebraska, Omaha: Badger Body Manufacturing Co., 2719 Cuming St., EXpress 4888 (Kans., Mo.)
North Carolina, Charlotte 1: Baker Equipment Co., 2401 Hutchison Ave., EDison 3-5473 (N. C., S. C.)
Tennessee, Memphis 1: Dealers Truckstell Sales, Inc., 653 Beale Ave., JA 5-7812 (Ark., Miss., Tenn.)
Texas, Dallas: Hobbs Trailer Sales Co., 1852 Plantation Rd., FLeetwood 2-7571 (Texas)
Texas, El Paso: Hobbs Trailer Sales Co., 1708 E. Paisano Dr., KEystone 2-2489 (Texas)
Texas, Fort Worth: Hobbs Trailer Sales Co., 609-33 N. Main, EDison 6-0404 (Texas)
Texas, Houston: Hobbs Trailers Co., 4510 Navigation Blvd., OXford 2-4471 (Texas)
Texas, Lubbock: Hobbs Trailer Sales Co., 5619 Avenue A, SHerwood 4-4516 (Texas)
Texas, San Antonio 21: Hobbs Trailer Sales Co., 2418 S.W. Military Dr., WAlnut 3-4378 (Texas)
Virginia, Richmond: Baker Equipment Co., 1700 Summit St., ELgin 8-1507 (N. C., S. C., Va.)

UTILITY SERVICE CO., INC., 1620 13th St., Racine, Wis.
Alabama, Birmingham: W. E. Rex Duncan Co., 830 N. 33rd St., P. O. Box 3735-W (Ala.)
Alabama, Fort Payne: Sand Mountain Electric Coop. (Ala.)

UTILITY TOOL & BODY CO., INC., 151 E. 16th St., Clintonville, Wis.
Florida, Tampa 6: Graybar Electric Co., 801 N. Rome St., TAmpa 8-8881 (Fla., Ga.)
Georgia, Atlanta 2: Graybar Electric Co., JAckson 3-1751 (Ala., Ga., S. C.)
Missouri, Kansas City 8: Graybar Electric Co., 1644 Baltimore Ave., BAltimore 1-1644 (Kans., Mo., Okla.)
Missouri, St. Louis 10: Graybar Electric Co., 600 S. Taylor Ave., JEfferson 1-4700 (Ark., Miss., Mo.)
Ohio, Cincinnati 10: Graybar Electric Co., 115 W. McMicken Ave., MAin 1-0600 (Ky., Tenn.)
Pennsylvania, Philadelphia 7: Graybar Electric Co., 910 Cherry St., WAlnut 2-5405 (Del., D.C., Md.)
Texas, Dallas 26: Graybar Electric Co., 717 Latimer St., RIverside 2-6451 (La., Texas)
Texas, Houston 3: Graybar Electric Co., 1702 Cullen Blvd., CApitol 8-4571 (La., Miss., Texas)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Virginia, Richmond 19: Graybar Electric Co., 10 S. Sixth St., Richmond 7-3491 (N. C., Va.)

V

VACO PRODUCTS CO., 317 E. Ontario St., Chicago 11, Ill.
Indiana, Walton: C. H. Layman, 213 S. Main (Phone Logansport, Ind., 2995) (Ky.)
Missouri, St. Louis 21: Russell W. Nixon, 51 Bellerive Acres, CO 1-6837 (Kans., Mo.)
New Jersey, Maplewood: Joseph M. Steinman, 28B Meadowbrook Pl. (Phone So. Orange, 2-0791) (Del.)
Pennsylvania, Pittsburgh 17: Jules Cutler, 5620 Hobart, HA 1-8058 (W. Va.)
Pennsylvania, Wynnewood: George L. Fischer, Jr., 1230 Knox Rd., MI 2-1118 (D.C., Md.)
Texas, Austin: Jim H. Arnold, 1715 W. 30th St., GReenwood 6-1063 (Ark., La., Okla., Texas)

VALEN MANUFACTURING CO., 6725 Machinery St., Cleveland, Ohio
Florida, Miami 42: Deco Sales Assoc., 3615 N.W. 47th St., NEwton 5-1308 (Fla.)
Georgia, Atlanta 18: Arnold Hoge & Assoc., 489 Overbrook Dr., TRinity 4-8024 (Ala., Ga.)
Missouri, Independence: J. D. Burns Co., P. O. Box 615, CLifton 4-5220 (Ark., Kans., Mo.)
Tennessee, Knoxville: Jim Hash and Co., 109 W. Jackson, Phone 523-9270 (N. C., Tenn., Va.)
Texas, Houston: Peabody Bros., 1803 Dallas Ave., FAirfax 3-8385 (Okla., Texas)

VALLEY FAN MFG. CO., P. O. Box 206, Fort Valley, Ga.

M. V. VAN ESSO, INC., 154 W. Erie St., Chicago 10, Ill.

VARCO PRODUCTS, INC., 480 Green Rd., S., Euclid 21, Ohio

VARITYPER CORP., 720 Frelinghuysen Ave., Newark 5, N. J.
Alabama, Birmingham 5: Homer Lincoln, 1401 21st St., S., FAirfax 4-7601 (Ala., Fla., Miss.)
Florida, Jacksonville: Thomas Folds, 505 N. Washington St., ELgin 3-6590 (Fla., Ga.)
Florida, Miami 45: Theodore Wins, 1674 S.W. 22nd St., Highland 5-1565 (Fla.)
Georgia, Atlanta 8: William Calhoun, 1240 W. Peachtree St., N.W., Phone 875-9241 (Ala., Ga.)
Kentucky, Louisville 2: Paul Hultquist, 1018 S. Fourth St., JUniper 3-3845 (Ky.)
Louisiana, New Orleans: Charles Thomas, 1820 St. Charles Ave., Phone 529-7575 (La., Miss.)
North Carolina, Charlotte 7: Harold Black, 1002 Kings Dr., FRanklin 6-8505 (N. C., S. C.)
North Carolina, Greensboro: Robert E. Kellum, 618 W. Gaston St., BRoadway 5-8501 (N. C.)
Tennessee, Knoxville 15: Roel Daves, 2461 Mc Calla Ave., Phone 2-1313 (Tenn., Va.)
Tennessee, Memphis 4: Willard Garrison, 1594 Madison Ave., BRoadway 4-3088 (Ark., Miss., Mo., Tenn.)
Texas, Dallas 19: Kenneth Roman, 3434 Fairmount St., LAkeside 6-0331 (Ark., La., Texas)
Texas, Houston 19: Donald Killen, 1903 S. Shepherd Dr., JAckson 8-0561 (La., Texas)
Texas, San Antonio 5: Marvin Myers, 537 S. Main Ave., CApitol 5-5417 (Texas)
Virginia, Richmond 19: R. Alex Ivey, 1-A N. Sixth St., MIlton 4-8840 (Va.)

VENT-A-HOOD CO., 1907 Plantation Rd., Dallas 9, Texas

VENTROLA MANUFACTURING CO., 501 S. Chestnut St., Owosso, Michigan
Georgia, Atlanta: Jim McDaid, Cam Sales Co., 172 Forsyth St., S.W., P. O. Box 5105, Phone 525-0175 (Fla., Ga., Miss., N. C., S. C., Tenn.)
Kentucky, Louisville: A. L. Pickens, 1925 Buttonwood (Ky.)
Maryland, Baltimore 27: Donald D. Banks, Eastern Sales Co., 1561 Lister Rd., P. O. Box 7407, CIrcle 2-4700 (D.C., Md., Va.)
Ohio, Cleveland 15: John J. Sullivan Assoc., 2179 E. 18th St., SU 1-0505 (W. Va.)
Texas, Dallas 2: George E. Anderson Co., 1901 Griffin St., RI 1-5931 (Ark., La., Miss., Okla., Tenn., Texas)

VERD-A-RAY CORP., 615 Front St., Toledo 5, Ohio
Florida, Opa Locka: R. C. Bramblett, 2320 N. W. 180th Ter., NA 4-5837
Georgia, Atlanta: James W. Knight, 1749 Laurelwood Dr., S.W., PL 5-2206 (Ala., Ga.)
Georgia, East Point: Julian L. Aiken, 2323 Bonnybrook Way, DEsmond 4-4488 (Ala., Fla., Ga., N. C., S. C., Tenn., Va.)
Indiana, Speedway: James Lovejoy, 2215 Winton, CHapel 3-0079 (Ky.)
Louisiana, Metairie: Edgar F. Arbour, 200 W. Oakridge Pk., VE 5-9721 (La., Miss., Tenn.)
Missouri, Kansas City: Hector Pratt, 409 E. 61st St. (Kans., Mo.)
North Carolina, Charlotte: Jerry Burton, 2327 Kilborne Dr., MA 7-8841 (N. C., S. C., Tenn., Va.)
Pennsylvania, Bridgeville: Stuart Swetland, 2346 Lambeth Dr., TE 5-1361 (W. Va.)
Pennsylvania, Glenside: Stanley Paymer, 507 Harrison Ave., TUrner 7-4189 (Del., D.C., Md.)
Texas, Dallas: Ralph M. Deal, 5904 Berkshire La., EM 3-2904 (Ark., Okla., Texas)
Texas, Dallas: D. Stephens, Jr., 412 S. St. Paul, BR 9-5037 (Okla., Texas)
Texas, Houston 33: C. E. Hooper, 5715 Belmark, RE 3-5145 (Texas)

VERMEER MANUFACTURING CO., P. O. Box 188, Pella, Iowa
Massachusetts, East Long Meadow: Frank Bodge, 56 Helen Cir., LA 5-7897 (Del., D.C., Md., Va.)
Oklahoma, Oklahoma City: Carl Van Roekel, 3321 N.W. 40th St., WI 6-2288 (Ark., Kans., La., Mo., Okla., Texas)
Tennessee, Cleveland: Robert H. Sadler, 360 17th St., N.W., GReenwood 2-6976 (Ala., Fla., Ga., Ky., Miss., N. C., S. C., Tenn., W. Va.)

VERNCO CORP., 1804 22nd St., Columbus, Ind.

VERPLEX CO., Essex, Conn.

VERSABAR CORP., 14 Whyte St., Jersey City 4, N. J.
Alabama, Gadsden: Ray Williamson & Assoc., P. O. Box 28, Liberty 6-9340 (Ala., Tenn.)
Alabama, Mobile: Earl F. Smith, 2229 Riverside Dr., GR 9-1544 (Ala., Fla.)
Delaware, Dover: Dover Electric Supply Co., Reed & West Sts. (Del.)
District of Columbia, Washington 6: Paul H. Werres Co., 1832 M St., N.W., FEderal 8-5810 (D.C., Md., Va.)
Florida, Fort Lauderdale: Chester W. Smith, 207 E. Broward Blvd., JAckson 4-7172 (Fla.)
Georgia, Atlanta: IMC Equipment Co., 3133 Maple Dr., N.E., Rm. 201 (Ga.)
Louisiana, New Orleans 12: W. D. Faust Electrical Sales Agency, 833 Howard Ave., Rm. 602, JAckson 2-5791 (La., Miss.)
Missouri, Kansas City: M H Equipment Distributors, 1401 Fairfax Tfcwy. (Kans., Mo.)
Missouri, Kansas City: Siggins Co., 704-6 Broadway, HArrison 1-7670 (Kans., Mo.)
Pennsylvania, Philadelphia: Franklin Electric Co., 1515 North 26th St., POplar 5-3965 (Del.)
Tennessee, Chattanooga: Fidelity Sales Corp., Chattanooga Bank Bldg., Phone 6-0733 (Tenn.)
Tennessee, Kingsport: Fidelity Sales Corp., 145 Commerce St., CL 5-4411 (Tenn.)
Tennessee, Knoxville: Fidelity Sales Corp., Andrew Johnson Hotel Bldg., Phone 2-8196 (Tenn.)
Texas, Dallas 4: Harold O. Knape Co., 2615 Routh St., RIverside 7-7596 (Texas)
Texas, Houston 4: Harold O. Knape Co., 3011 San Jacinto St. (Texas)

KURT VERSEN CO., 4 Slocum Ave., Englewood, N. J.
Alabama, Birmingham: William H. Neville, 247 American Life Bldg., ALpine 1-7979 (Ala., Fla.)
Florida, Fort Lauderdale: Qualmann & Pula, 2400 N.E. 26th Ave., LOgan 4-5129 (Fla.)
Florida, St. Petersburg 33: Emerson Day, 5780 11th St., S., ORange 1-8046 (Fla.)
Georgia, Atlanta 3: Bert L. Trapani, 811 Bona Allen Bldg., MUrray 8-3111 (Ga., Tenn.)
Kentucky, Louisville 14: K. E. Jockell Assoc., 910 Southview Rd., EMerson 6-4080 (Ky.)
Louisiana, New Orleans: Charles E. Corrigan, 321 N. Diamond St., JAckson 5644 (La., Miss.)
Maryland, Baltimore 18: Dunlop Lighting, 12-14 E. 24th St., CHesapeake 3-4492 (Md.)
Missouri, Kansas City 11: John Gaines Co., 435 Westport Rd., WEstport 1-5734 (Kans., Mo.)
Missouri, St. Louis: R. J. Welch, 3903 Olive St., JEfferson 5-1318 (Mo.)
North Carolina, Charlotte: William B. Gile, 117 E. 3rd St., EDison 4-0839 (N. C., S. C., Tenn., Va.)
Pennsylvania, Flourtown: Conrad F. Bond, 1456 Bethlehem Pike, CHestnut Hill 7-6104 (Del.)
Pennsylvania, Pittsburgh: James A. Hodges Co., 2500 Baldwich Rd., WAlnut 2-2415 (W. Va.)
Tennessee, Memphis: T. F. Dohogne, P. O. Box 4020, JAckson 3-1123 (Ark., Miss., Tenn.)
Tennessee, Memphis: E. E. Torkell, P. O. Box 4020, JAckson 3-1123 (Ark., Miss., Tenn.)
Texas, Dallas: W. J. Childers, 13619 Sprucewood Dr., EMerson 1-4247 (Texas)
Texas, Houston: R. A. Putterman, 713 Camelot Ave., JAckson 8-5481 (Texas)
Virginia, McLean: Dunlop Lighting, P. O. Box 462, ELwood 6-3005 (D.C.)

VICTOR INSULATORS DIVISION, I-T-E Circuit Breaker Co., Victor, N. Y.
Alabama, Birmingham 1: Godfrey W. Glenn Agency, 3205 Second Ave., S., ALpine 2-0209 (Ala., Fla.)
District of Columbia, Washington 5: I-T-E Circuit Breaker Co., 1511 "K" St., DIstrict 7-8831 (D.C., Md., Va.)
Florida, South Miami 43: I-T-E Circuit Breaker Co., 4216 Ponce de Leon Blvd., HIghland 4-8217 (Fla.)
Georgia, Atlanta 3: L. Morris Landers Co., 251 Spring St., S.W., MUrray 8-9112 (Ga., Tenn.)
Louisiana, New Orleans: I-T-E Circuit Breaker Co., 1500 Carondelet St., JAckson 2-3643 (La., Miss.)
Maryland, Baltimore 12: I-T-E Circuit Breaker Co., 7215 York Rd., VAlley 5-3950 (Md.)
Mississippi, Jackson: I-T-E Circuit Breaker Co., 328B South St., South St. Bldg., FLeetwood 4-4081 (La., Miss.)
Missouri, Clayton (St. Louis) 5: I-T-E Circuit Breaker Co., 7 N. Brentwood Blvd., PArkview 7-6202 (Ky., Mo.)
Missouri, Kansas City 12: I-T-E Circuit Breaker Co., 4733 Belleview St., LOgan 1-7856 (Kans., Mo.)
North Carolina, Charlotte 2: I-T-E Circuit Breaker Co., 215 E. Morehead St., EDison 4-0814 (N. C., S. C.)
Oklahoma, Tulsa 20: I-T-E Circuit Breaker Co., 816 E. Sixth St., LUther 4-3518 (Ark., Mo., Okla.)
Pennsylvania, Bala-Cynwyd: I-T-E Circuit Breaker Co., 1 Belmont Ave., Barclay Bldg., TRinity 8-8600 (Del., Md., Va.)
Pennsylvania, Pittsburgh 13: I-T-E Circuit Breaker Co., 249 N. Craig St., MUseum 3-5381 (Md., W. Va.)
Tennessee, Memphis 3: I-T-E Circuit Breaker Co., 219 Adams Ave., JAckson 6-1169 (Ark., Miss., Tenn.)
Texas, El Paso: R. L. Brewer Co., Inc., 708 N. Piedras St., Phone 565-1674 (Texas)
West Virginia, Charleston 1: I-T-E Circuit Breaker Co., Nelson Bldg., Rm. 301, Kanawha Blvd. at Broad St., DIckens 4-3606 (Ky., Va., W. Va.)

VICTOR SPECIALTIES, INC., 775 Main St., New Rochelle, N. Y.
Florida, Miami: James & Assoc., 7545 N.W. 26th Ave. (Fla.)
Georgia, Atlanta: Hopper & McCoy, 870 Northside Dr., N.W. (Ala., Fla., Ga., Miss., S. C., Tenn.)
Illinois, Chicago 8: Clyde W. Lint, 2323 W. 18th St. (Mo.)
Louisiana, New Orleans: Al Levin & Assoc., 301 Gallennie (La., Miss., Tenn.)
Maryland, Towson 4: George E. Clements, 722 Stevenson La. (Del., D.C., Md., Va.)
North Carolina, Greensboro: Barber-Ayers & Assoc., 826 Goldsboro St. (N. C., S. C.)
Ohio, Cleveland 3: Gregory & Flynn, 4501 Perkins Ave. (Ky.)
Pennsylvania, Pittsburgh 6: S. H. Stover, 5495 Penn Ave. (W. Va.)
Texas, Dallas: Buster Fain & Assoc., 2434 S. Harwood (Ark., Okla., Texas)
Virginia, Richmond 9: Hugh T. Snapp, 600 Horsepen Rd. (Va.)

VICTOR VENTILATING DIVISION, Philip Carey Mfg. Co., 1700 Grand Ave., Middletown, Ohio

VIKING AIR PRODUCTS DIVISION, National-U. S. Radiator Corp., 5601 Walworth Ave., Cleveland 2, Ohio

VIKING CABLE FASTENING DEVICES, P. O. Box 325, Greenville, R. I.

VIRDEN LIGHTING DIV., John C. Virden Co., 6103 Longfellow Ave., Cleveland 3, Ohio
Alabama, Birmingham: Ned Walters, 5428 11th Ave., S., Phone 592-6417 (Ala., Ga.)
Florida, Clearwater: Richard Vershure, 1225 Wellington Dr., Phone 442-3949 (Fla.)
Kansas, Overland Park: John C. Dannemiller, P. O. Box 151, MElrose 1-8457 (Kans., Mo.)
Kentucky, Fort Thomas: Gabe Rice, 8 Shaw La., HIland 1-9448 (Ky., W. Va.)
Louisiana, Baton Rouge: Fred H. Alexander, 12245 Pecan Grove Ct., Route 3, WAlnut 4-5989 (Ark., La., Miss.)
Missouri, Florissant: Edwin S. Persons, 150 St. Cheryl La., TEmple 7-9477 (Kans., Mo.)
Pennsylvania, Strafford, Wayne: Dale A. Gunther, 561 Barton La., MUrray 8-3454 (Del., D.C., Md.)
South Carolina, Columbia: Gray Spivey, 4321 Wilmot Ave., Phone 787-1378 (Ga., N. C., S. C.)
Tennessee, Knoxville: William Cason, Jr., 4120 Maloney Rd., Phone 577-0272 (N. C., Tenn., Va.)
Texas, Dallas 6: Jack Raley, 101 Prentice Bldg., 4515 Prentice St., EMerson 8-5923 (Okla., Texas)
Virginia, Richmond: Roland L. McNamee, Route 5, Box 359-D, Milton 8-2003 (Va., W. Va.)

VOIGT CO., 1636 N. Carlisle St., Philadelphia 21, Pa.

VULCAN ELECTRIC CO., 88 Holten St., Danvers 9, Mass. (See advertisement on page 95)
Georgia, Atlanta 5: C. H. Cloer & Assoc., 3272 Peachtree Rd., N.E., CEdar 3-8981 (Ala., Fla., Ga., Miss., Tenn.)
Louisiana, Baton Rouge: Moore Instrument Co., P. O. Box 1805, DI 2-0773 (Ark., La.)
Missouri, Kansas City 13: Jack M. Gilbert, 131 E. 70th St., DElmar 3-8830 (Kans., Mo., Okla.)
North Carolina, Charlotte: D. A. Marsden, 1331 S. Mint St., FRanklin 5-5012 (N. C., S. C., S. Va.)
Ohio, Cleveland 21: Handel-Davies Co., 2626 Noble Rd., EVergreen 2-2600 (W. Va.)
Pennsylvania, Glenside: Frank F. Sahms, 419 Twickenham Rd., TUrner 4-2559 (Del., D.C., Md.)
Texas, Houston 27: Southwestern Controls, Inc., P. O. Box 22351, MO 6-0386 (Texas)

W

WACLINE, INC., 35 S. St. Clair St., Dayton 2, Ohio
Florida, St. Petersburg 8: ECRA, Inc., P. O. Box 8215, Madeira Beach, WAverly 1-9735 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Pennsylvania, Lafayette Hill: Chuck McDonald, 704 Cherrydale Dr., LExington 9-2131 (Md., Va.)

WADSWORTH ELECTRIC MFG. CO., INC., 20-34 W. 11th St., Covington, Ky.
Florida, Clearwater: James F. Graff, 1518 Chandler Ave., Phone 39-4154 (Fla., Ga., S. C.)
Georgia, Atlanta: R. H. Hanson, 159 Cain St., N.W., MUrray 8-3950 (Ala., Ga., S. C.)
Maryland, Severna Park: George H. Weitzel, 4A Old Station Rd., MItchell 7-0634 (Del., D.C., Md., Va.)
Indiana, Indianapolis 7: A. Lee Clifford & Co., 1801 W. 18th St., MElrose 6-4411 (Ky.)
Kansas, Mission: Don W. Phillips, 5530 Broadmoor Ave., HEdrick 2-8168 (Kans., Mo.)
Kentucky, Highland Heights: Fred A. Thoeny, 1971 Alexandria, HIland 1-2610 (Ky., Tenn., Va., W. Va.)
Louisiana, New Orleans: S. M. Redmann, 643 N. Scott St., "B", P. O. Box 1325, HUnter 6-5421 (Ala., Ark., Fla., La., Miss., Tenn.)
North Carolina, Greensboro: John H. Bowers, Irving Park Apt. C, 1846 N. Elm St., BRoadway 5-2110 (N. C., Va.)
Oklahoma, Jenks: Wayne G. Parker Co., P. O. Box 518, 222 W. "B" St., CYpress 9-5449 (Okla.)
Pennsylvania, Pittsburgh 35: A. N. Hyams, 1725 Yorktown Pl., PEnhurst 1-7100 (W. Va.)
Texas, Dallas 2: W. Neil Keddie, 1100 Cadiz St., RIverside 8-1711 (Texas)

WAGNER ELECTRIC CORP., 6400 Plymouth Ave., St. Louis 33, Mo.
Alabama, Birmingham: K. R. Zehnder, 1013 Third Ave., S., FAirfax 2-0005 (Ala.)
Florida, Tampa 6: D. Phillips, 217 S. Packwood Ave., Phone 253-3086 (Fla.)
Georgia, Atlanta 9: John E. Thomas, 1536 Monroe Dr., N.E., Phone 876-5546 (Ala., Fla., Ga., S. C.)
Louisiana, New Orleans 12: J. P. McGaughran, 521 International Trade Mart, Phone 523-2879 (La.)
Missouri, Kansas City 30: F. B. Minx, 5301 E. 59th St., EMerson 3-1095 (Mo., Okla.)
Missouri, St. Louis 2: P. F. Ryan, 406 South Broadway, GArfield 1-4901 (Mo.)
North Carolina, Charlotte 3: E. G. Sherrill, 2415 Park Rd., FRanklin 5-1259 (N. C.)
Ohio, Cincinnati 25: H. B. Nechemias, 2917 Colerain, MUlberry 1-2387 (Ky., Va., W. Va.)
Oklahoma, Tulsa 3: F. A. Kohlbacher, 303 Tuloma Bldg., LUther 7-3379 (Okla.)
Pennsylvania, Philadelphia 8: E. O. Krueger, 401 North Broad, WAlnut 2-1315 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 13: M. D. Paul, 4900 Baum Blvd., MAyflower 1-7760 (W. Va.)
Tennessee, Memphis 4: P. D. Young, 575 Suzette at E. H. Crump, JAckson 6-2102 (Ark., La., Miss., Tenn.)
Texas, Dallas 7: W. D. Ball, 955 Slocum St., RIverside 1-4621 (Texas)
Texas, Houston 2: J. R. Shoup, 1802 Tennessee Bldg., CApitol 4-0424 (Texas)
Texas, Lubbock: A. D. Tanner, 2501 Kenosha, SWift 5-2917 (Texas)

WAGNER FITTINGS DIV., Pittsburgh Standard Conduit Co., Verona, Pa.
Alabama, Birmingham 9: W. J. Broughton Co., 303 Hampton Dr., TR 1-3291 (Ala.)
Florida, Riverview: Bill Crichton & Assoc., P. O. Box 278, Phone 40-3051 (Fla.)
Georgia, Atlanta 14: D. G. Muir Co., 531 Western Ave., MUrray 8-8853 (Ga., E. Tenn.)
Illinois, East St. Louis: Custer & Co., 235 N. 6th St., BRidge 1-5220 (E. Mo.)
Louisiana, New Orleans 12: Delta Materials, Inc., 400 Tchoupitoulas St., Phone 523-1264 (La., S. Miss.)
Maryland, Baltimore 18: John Rosche, 30 East 25th St., BE 5-2882 (S. Del., Md.)
Maryland, Kensington: Arthur W. Murray, 10207 Greenfield St., WHitehall 6-2464 (D. C.)
Missouri, Independence: J. D. Burns Co., P. O. Box 615, CLifton 4-5220 (Kans.)
North Carolina, Greensboro: Ed. C. Vaughn, 1102 Briarcliff Rd., Phone 247-149 (N. C., S. C.)
Ohio, Cincinnati 2: Stout Electrical Sales Co., 338 W. Fourth St., DUnbar 1-2744 (Ky.)
Pennsylvania, Verona: John A. Eitel, Pittsburgh Standard Conduit Co., MOntrose 1-1671 (W. Va.)
Tennessee, Memphis 1: Southland Sales Agents, P. O. Box 165, JAckson 5-0142 (Ark., N. Miss., W. Tenn.)
Texas, Dallas 26: Peabody Brothers, 2903 St. Louis St. at Oakland Ave., RIverside 7-4801 (Okla., Texas)
Virginia, Richmond 25: Leo A. Roach, 5010 New Kent Rd. Va.)

WAKEFIELD CORP., Wakefield Lighting Div., 731 S. Water St., Vermilion, Ohio
Arkansas, Little Rock: J. C. Venable, P. O. Box 2232, FRanklin 4-8825 (Ark.)
Florida, Fort Lauderdale: Thomas A. Marshall, 678 Middle River Dr., LO 6-5723 (Fla.)
Florida, Madeira Beach 8: Dick Fernandez, 590 Normandy Rd., WA 1-7050 (Fla.)
Florida, Winter Park: Donald Watson, 1009 Braemer Dr., MI 4-3873 (Fla.)
Georgia, Decatur: Curt Carlson, 128 Mt. Vernon Dr., Phone 378-3190 (Ala., Ga.)
Louisiana, New Orleans: Jim Laubersheimer, P. O. Box 1323, Phone 822-1918 (La.)
Maryland, Baltimore 2: J. V. Letmate, 334 St. Paul St., PL 2-4420 (Del., D.C., Md.)
Missouri, Kansas City 41: Jay Johnston, P. O. Box 1321, JE 1-9385 (Kans., Mo.)
Missouri, St. Louis 10: Fred P. Walter, 4030 Chouteau Ave., JEfferson 1-6262 (Mo.)
Ohio, Cincinnati 31: Richard E. Winget, 1162 Lanny La., JAckson 2-1611 (Ky., W. Va.)
Oklahoma, Oklahoma City 20: Joseph E. Comer, 2600 Carlton Way, P. O. Box 10656, VIctor 2-2036 (Okla.)
Pennsylvania, Pittsburgh 5: C. W. Carr, 60 Crafton Ave., WAlnut 1-7445 (W. Va.)
South Carolina, Lexington: Gerald Preacher, 116 N. Church St., P. O. Box 517, ELgin 9-6642 (S. C.)
Tennessee, Memphis: C. R. Shapard, P. O. Box 3443, MU 3-3146 (Tenn.)
Tennessee, Nashville 2: John Irvin, P. O. Box 816, CYpress 8-5141 (Tenn.)
Texas, Bellaire: W. K. Carney, P. O. Box 3145, Brae Burn Sta., JAckson 8-0601 (Texas)
Texas, Dallas 26: Gene Stephens, 4100 Commerce, TAylor 4-8821 (Texas)
Virginia, Portsmouth: H. K. Spencer, 310 Snead Fairway, HU 8-3041 (Va.)

WALCO INDUSTRIES, 1219 Race St., Philadelphia, Pa.

WALKER BROTHERS, P. O. Box 33, Conshohocken, Pa.
Alabama, Birmingham 9: Glenn Assoc., Inc., 2925 Central Ave., TRemont 9-0561 (Ala.)
Arkansas, Little Rock: Snoots-Wood Co., 310 Cotton Exchange Bldg., FRanklin 4-9311 (Ark.)
District of Columbia, Washington 6: Walker Brothers, 1025 Connecticut Ave., N.W., STerling 3-6183 (D.C., Va.)
Florida, Miami 32: Glenn Assoc., Inc., 918 Langford Bldg., FRanklin 3-7833 (S. Fla.)
Florida, Orlando: Glenn Assoc., Inc., 672 N. Orange Ave., GArden 5-4169 (N. Fla.)
Georgia, Atlanta 13: Glenn Assoc., Inc., 172 Simpson St., N.W., JAckson 2-4906 (Ga., E. Tenn.)
Louisiana, Baton Rouge: Gregory-Salisbury & Co., Inc., 2621 Highland Ave., Dickens 2-2873 (La.)
Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., TUlane 5207 (La.)
Maryland, Baltimore 1: Machinery & Equip. Sales, Inc., 1014 Cathedral St., LExington 9-1311 (Md.)
Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, EMerson 2-1671 (Miss.)
Missouri, Kansas City: E. L. Polsinelli Co., 1607 E. 39th St., WAbash 1-2121 (Kans., Miss.)
Missouri, St. Louis 26: George R. Mitchell, 920 Volz Dr., WOodlawn 2-0887 (Mo.)
North Carolina, Charlotte 5: W. Y. Rountree, 1513 Ivey Dr., EDison 4-4911 (N. C., S. C.)
North Carolina, Charlotte: Arthur C. York, 1227 Barkley Rd., EDison 4-4911 (N. C., S. C.)
Oklahoma, Oklahoma City 14: Snoots-Wood Co., 1329 N.W. 91st St., VIctor 2-8118 (Okla.)
Pennsylvania, Conshohocken: Walker Brothers, TAylor 8-8200 (Del.)
Tennessee, Memphis 6: Gregory-Salisbury & Co., Inc., 240 S. Parkway, E., WHitehall 8-0496 (W. Tenn.)
Texas, Dallas 15: Snoots-Wood Co., 2515 Clarence St., HAmilton 8-5108 (Ark., La., N. Texas)
Texas, Houston 2: Snoots-Wood Co., 2310 Main St., JAckson 6-3093 (S. Texas)
Texas, Lubbock: Snoots-Wood Co., 810 Avenue "S", POrter 3-0516 (W. Texas)
Virginia, Richmond 26: Irvis A. Holmes, Jr., 8815 Avalon Dr., ATlantic 8-4945 (Va.)

WALKER DIV., I-T-E Circuit Breaker Co., P. O. Box 2384, Station D, Atlanta, Ga.
Alabama, Birmingham 12: I-T-E Circuit Breaker Co., 701 South 37th St., FAirfax 4-7585 (Ala.)
District of Columbia, Washington 5: I-T-E Circuit Breaker Co., 1511 "K" St., District 7-8831 (D.C.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Florida, Jacksonville 11: I-T-E Circuit Breaker Co., 6324 Kennerly Rd., FLanders 9-9659 (Fla.)
Florida, South Miami 43: I-T-E Circuit Breaker Co., 4215 Ponce De Leon Blvd., HIghland 4-6516 (Fla.)
Florida, Tampa 6: I-T-E Circuit Breaker Co., 221 North Howard Ave., Phone 84-6871 (Fla.)
Georgia, Atlanta 5: I-T-E Circuit Breaker Co., 3272 Peachtree Rd., N.E., Rm. 258, Phone 237-6361 (Ga.)
Louisiana, New Orleans: I-T-E Circuit Breaker Co., 1500 Carondelet St., JAckson 2-3643 (La.)
Maryland, Baltimore: I-T-E Circuit Breaker Co., 7215 York Rd., VAlley 5-0178 (Md.)
Mississippi, Jackson: I-T-E Circuit Breaker Co., 328B E. South St., FLeetwood 4-4081 (Miss.)
Missouri, Clayton (St. Louis) 5: I-T-E Circuit Breaker Co., 7 N. Brentwood Blvd., PArkview 7-6090 (Mo.)
Missouri, Kansas City 12: I-T-E Circuit Breaker Co., 4733 Belleview St., LOgan 1-7856 (Mo.)
North Carolina, Charlotte: Paul Lumpkin Co., Builders Bldg. (N. C., S. C.)
North Carolina, Greensboro: Paul Lumpkin Co., 3409 Kenmore St., BRoadway 5-6205 (N. C., Va.)
Oklahoma, Tulsa 20: I-T-E Circuit Breaker Co., 816 East Sixth St., LUther 4-3510 (Okla.)
South Carolina, West Columbia: I-T-E Circuit Breaker Co., 1630 "C" Avenue, ALpine 3-3948 (Ga., S. C.)
Tennessee, Knoxville: I-T-E Circuit Breaker Co., 2643 Kingston Pike, S.W., Rm. 204, Phone 523-2141 (Tenn.)
Tennessee, Memphis 3: I-T-E Circuit Breaker Co., 219 Adams Ave., Rm. 11, JAckson 6-1169 (Ark., Tenn.)
Tennessee, Nashville: I-T-E Circuit Breaker Co., 202-1717 West End Bldg., ALpine 6-5452 (Tenn.)
Texas, Dallas 6: I-T-E Circuit Breaker Co., 4308 N. Central Expressway, TAylor 6-6231 (Texas)
Texas, Houston 2: I-T-E Circuit Breaker Co., 2525 San Jacinto St., CApitol 8-2378 (Texas)
Texas, Lubbock: I-T-E Circuit Breaker Co., 4208 51st St., SWift 9-1062 (Texas)
Texas, San Antonio 12: I-T-E Circuit Breaker Co., 116 West Grayson St., CApitol 8-1557 (Texas)
West Virginia, Charleston 1: I-T-E Circuit Breaker Co., Nelson Bldg., Rm. 301, Kanawha at Broad, DIckens 4-3606 (W. Va.)

WALKER TOOL CO., Mercer, Pa.

WALTON LABORATORIES, INC., 1186 Grove St., Irvington 11, N. J.
District of Columbia, Washington: Wilson Supply Co., 1259 First St., S.E., LIncoln 3-5385 (D.C., Md.)
Georgia, Atlanta: Hendrix-Sawyer, 225 Moore St., S.E., JA 5-7704 (Ga.)
Missouri, Kansas City: Charles D. Jones Co., 3023 Main St., LOgan 1-3763 (Kans., Mo.)
Missouri, St. Louis: Mechanical Supply Co., 4605 McRhee St., PRospect 6-8074 (Mo.)
North Carolina, Charlotte: Watson & Desmond, P. O. Box 1954 (N. C.)
Pennsylvania, Philadelphia 46: Humidaire, 2841 Wharton St., HOward 7-4646 (Del.)
Pennsylvania, Pittsburgh: Standard Air & Lite, 33rd & Liberty Ave., ATlantic 1-6506 (W. Va.)
Tennessee, Memphis: A. T. Distributors, JAckson 7-8394 (Ark., Tenn.)
Texas, Dallas: Carrier-Bock Corp., 2133 Cedar Springs Ave., RIverside 8-5711 (Texas)
Virginia, Richmond: Cattlet-Johnson Corp., 1309 W. Main St. (Va.)

WAMA CO., Industrial Bldg., Baltimore 2, Md.

WARD LA FRANCE TRUCK DIV., Great American Industries, Inc., Grand Central Ave. & 11th St., Elmire, N. Y.

WARD LEONARD ELECTRIC CO., 115 MacQuesten Parkway, South, Mount Vernon, N. Y.
District of Columbia, Washington 6: Irving M. Day Co., 723 Mills Bldg., STerling 3-2982 (D.C., Va.)
Florida, Orlando: Bohman Proctor Co., 601 North Fern Creek Ave., GArden 5-6860 (Fla.)
Georgia, Atlanta 19: Roger W. Allen, 1055 Stovall Blvd., N.E., CEdar 3-2361 (Ga.)
Louisiana, New Orleans 18: Electron Equipment Co., Inc., 2418 Calhoun St., UNiversity 1-4485 (Ala., La., Miss.)
Missouri, St. Louis 10: Ward Leonard Electric Co., 4233 Chouteau Ave., JEfferson 5-6502 (Kans., Ky., Mo., Okla.)
North Carolina, Charlotte 5: James L. Highsmith & Co., 3733 Monroe Rd., FRanklin 7-2546 (N. C., S. C.)
Ohio, Cincinnati 17: Sheldon Storer & Assoc., 5300 Vine St., St. Bernard, CApitol 1-1191 (W. Va.)
Pennsylvania, Philadelphia 17: Ward Leonard Electric Co., 7852 Montgomery Ave., Elkins Park, CApitol 4-0400 (Del., Md.)
Tennessee, Knoxville: E. E. Rule, Daylight Bldg., P. O. Box 533, Phone 5-9919 (Tenn.)
Texas, Dallas 35: P. J. Scanlon Co., 2608 Inwood Rd., FL 1-9991 (Texas)

WARE FUSE CORP., 4500 W. Lake St., Chicago 24, Ill.
Georgia, Atlanta: J. J. Perry, Jr., 45 11th St., N.E. (Ala., Fla., Ga., N. C., S. C.)
Louisiana, New Orleans: M. Morin Rivera, 6111 Perlita St. (La., Miss.)
Maryland, Baltimore: B. Weingarten, 5445 Fairlawn Ave. (Md.)
Tennessee, Memphis: Ross D. Thomas Co., 730 M & M Bldg. (Ark., Tenn.)
Texas, Dallas 7: Jim Robertson & Co., 2525 Farrington St. (Texas)

WARREN WIRE CO., Pownal, Vt.
Florida, Orlando: Buchanan & Abrams Assoc., P. O. Box 6026, GArden 3-8995 (Ala., Fla., Ga.)
New Jersey, Paterson: J. H. Honour, Jr., 50 E. 25th St., ARmory 8-0550 (D.C., Md., Va., W. Va.)
North Carolina, Charlotte 6: Jake Rudisill Assoc., 2009 N. Tryon St., FRanklin 6-4792 (N. C., Tenn.)
Texas, Dallas: Ammon & Champion Assoc., 2714 Bomar St., FLeetwood 7-3939 (Texas)

J. A. WEAVER CO., 2110 Howard St., St. Louis 6, Mo. (See advertisement on page 16)
Georgia, Atlanta 10: D. D. Camp Co., 1818 Broadwell St., S.W., JAckson 4-8709 (Ala., Fla., Ga., E. Tenn.)
Kentucky, Louisville 5: J. Louis Weyhing, 1914 Rutherford Ave., GL 2-9971 (N. Ky.)
Maryland, Baltimore: Specialty Electrical Sales Co., 4119 Hayward Ave., LI 2-4477 (Del., D.C., Md.)
Missouri, Independence: J. D. Burns Co., P. O. Box 615, CLifton 4-5220 (Kans.)
Missouri, St. Louis 38: Elmer Scheetz, 11532 Placer Ave., SHerwood 1-0474 (Mo.)
North Carolina, Greensboro: Max I. Miller, P. O. Box 2826, BRoadway 3-7955 (N. C., S. C.)
Pennsylvania, Pittsburgh: Detch Electric Sales Co., 2133 Chalfant St., CHurchill 1-5034 (W. Va.)
Tennessee, Memphis: Southland Sales Agents, P. O. Box 165, JAckson 5-0142 (Ark., S. Ky., W. Tenn.)
Texas, Dallas 26: Burrus & Matthews, 2810 Canton St., RIverside 1-6241 (N. La., Okla., N. Texas)
Texas, Houston: Burrus & Matthews, 1116 Nagle St., JAckson 3-1933 (S. La., Miss., S. Texas)
Virginia, Charlottesville: Robert A. Broan, P. O. Box 1264, Phone 2-5594 (Va.)

WEBER ELECTRIC MFG. CO., 15224 Kercheval Ave., Detroit 30, Mich.

WELCRAFT PRODUCTS CO., INC., New Carlisle, Ind.

WELLER ELECTRIC CORP., 601 Stone's Crossing Rd., Easton, Pa.
Georgia, Atlanta: Cliff Yelton, 2118 Belvidere Dr., N.W., TRinity 4-8780 (Ala., Fla., Ga., N. C., S. C., Tenn.)
Kansas, Merriam: E. V. Yaeger, 8408 W. 55th St., HEdrick 2-8653 (Kans., Mo.)
Michigan, St. Claire Shores: E. M. Hatch, 23103 Arthur Ct., PRescott 1-0318 (Ky.)
Pennsylvania, Havertown: Paul A. Mitchell, 1717 W. Chester Pike, HIltop 6-4740 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh: Harry Bentz, 1706 Eldersiee Rd., TUxedo 4-0639 (W. Va.)
Texas, Dallas: George E. Anderson Co., 1901 Griffin St. (Ark., La., Miss., Okla., Texas)

WELLS MFG. CORP., 250 Service Rd., Three Rivers, Mich.

WENTWORTH LIGHT & STAMPING CO., 268 Northampton St., Boston, Mass.

WESIX ELECTRIC HEATER CO., 390 First St., San Francisco 5, Calif.
Alabama, Birmingham: Ernest C. Winfree, Jr., P. O. Box 1746, FA 2-9052 (Ala.)
Alabama, Huntsville: Harold Wilde, 123 Greene St., S.E., Phone 534-4981 (Ala., Ark., Del., D.C., Fla., Ky., La., Md., Miss., Tenn., Va.)
Florida, Jacksonville: Hartman and Assoc., 1641 Landon Ave., EXbrook 8-4931 (Fla., Ga.)
Georgia, Atlanta 3: Bert L. Trapani, 811 Bona Allen Bldg., MUrray 8-3111 (Ala., Ga., S. C.)
Kentucky, Louisville: Arthur L. Pickens, 1925 Buttonwood Rd. (Ky.)
Missouri, Kansas City: Charles V. Dunn Assoc., 715 W. 23rd Tfcwy., BA 1-1106 (Ark., Kans., Mo.)
Missouri, St. Louis 23: Charles Koerner, 6932 Ravenscroft St., PLateau 2-9911 (Mo.)
North Carolina, Charlotte 9: Carrol C. Niedringhaus, 5338 Murray Hill Rd., JAckson 3-0558 (N. C., S. C.)
Oklahoma, Tulsa: John Bruce Marshall, 1119 S. Cincinnati, LU 2-9227 (Ark., Okla.)
Tennessee, Knoxville 18: L. H. Edenfield, P. O. Box 5305, Phone 687-2130 (Ga., Ky., Tenn., Va.)
Texas, Dallas 3: Marvin K. Gardner, P. O. Box 35083, FLeetwood 7-6613 (La., Texas)

WESTERN INSULATED WIRE CO., 2425 E. 30th St., Los Angeles 58, Calif.
Florida, Tampa: Fewell & Assoc., 4417 W. Osborne Ave., RE 6-4256 (Fla.)
Georgia, Atlanta: Frank B. Davis, 708 Spring St., N.W., TR 5-2278 (Ala., Ga., Tenn.)
Kentucky, Louisville 5: Fultz & Co., 2621 Valletta Rd., GLendale 2-2996 (Ky.)
Louisiana, New Orleans 12: Arthur-Wachter & Co., 609 Tchoupitoulas St., JA 5-1744 (La., Miss.)
Missouri, Kansas City 41: Curt H. Conrad Co., 1665 Jarboe St., BAltimore 1-3990 (Ark., Kans., Mo., Okla.)
North Carolina, Charlotte 3: G. M. Hogshead Co., 201 W. Worthington Ave., FRanklin 5-5924 (N. C., S. C.)
Pennsylvania, Philadelphia 4: William C. Welde & Sons, 120 N. 32nd St., EVergreen 6-0925 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 5: Clayton & Co., Berry & Windgap Rd., WAlnut 2-3399 (W. Va.)
Tennessee, Memphis: Ross D. Thomas Co., 730 M & M Bldg., 198 S. Main St., JAckson 7-2492 (Ark., Miss., Tenn.)
Texas, Dallas 7: Jack Morgan Co., Inc., 2200 Griffin St., RI 2-8371 (Texas)
Texas, Houston 27: Jack Morgan Co., Inc., 614 Kipling St., JAckson 2-4361 (Texas)
Virginia, Richmond 25: Leo A. Roach, 5010 New Kent Rd., ELgin 8-0023 (Va.)

WESTINGHOUSE ELECTRIC CORP., Lamp Div., MacArthur Ave., Bloomfield, N. J.
Georgia, Chamblee: C. C. Harbin, Jr., 5071 Peachtree Industrial Blvd. (Fla., Ga., S. C.)
Louisiana, New Orleans 19: Wayne D. Baker, 400 N. Carrollton Ave., P. O. Box 7497 (Ala., La., Miss.)
Maryland, Baltimore 2: W. B. Beggs, 501 St. Paul Pl. (D.C., Md., Va.)
Missouri, Kansas City 20: F. L. Taylor, 4134 Front St. (Kans., Mo., Okla.)
Missouri, St. Louis 1: D. H. Nelson, 411 N. 7th St. (Ark., Mo., Tenn.)
North Carolina, Charlotte: J. W. Johnston, 2001 W. Morehead St., Distr. Center, Box 1399 (N. C., S. C., Tenn.)
Texas, Dallas 34: John C. Gilmore, 13400 Harry Hines Blvd. (Texas)
Virginia, Richmond 30: R. S. Stumpf, 4000 Broad St. (Ky., Tenn., Va., W. Va.)

WESTINGHOUSE ELECTRIC CORP., Lighting Div., 1216 W. 58th St., Cleveland 1, Ohio
Alabama, Birmingham 3: R. P. Fulmer, 1407 Comer Bldg., FAirfax 3-2411 (Ala.)
District of Columbia, Washington 6: T. T. Thurston, 1625 "K" St., N.W., NAtional 8-8843 (D.C.)
Florida, Tampa 1: M. A. Lockridge, 4062 Henderson Blvd., Phone 8-0114 (Fla.)

Georgia, Atlanta 2: J. Brun, 1299 Northside Dr., N.W., TRinity 4-1641 (Ga.)
Kansas, Wichita 1: R. C. Lovell, 2938 S. Minneapolis, LYric 1-3411 (Kans.)
Kentucky, Louisville 2: K. A. Lentz, 332 West Broadway, JUniper 3-0212 (Ky.)
Louisiana, New Orleans 19: R. T. Scott, 400 N. Carrollton Ave., AMherst 5411 (La.)
Maryland, Baltimore 2: R. F. Gornik, 501 St. Paul Pl., PLaza 2-0300 (Md.)
Mississippi, Jackson: R. F. Gilliland, 607-8 Electric Bldg., P. O. Box 2168, Phone 3-3006 (Miss.)
Missouri, St. Louis 1: W. H. Johnson, 411 N. Seventh St., GArfield 1-6911 (Mo.)
North Carolina, Charlotte 8: D. G. Stuker, 2001 W. Morehead St., FR 7-3471 (N. C.)
Oklahoma, Tulsa 3: W. L. Phiffer, 703 Enterprise Bldg., DIamond 3-3191 (Okla.)
Pennsylvania, Philadelphia 4: R. H. Feltwell, 3001 Walnut St., EVergreen 2-1200 (Del.)
South Carolina, Greenville: C. Y. House, 135 S. Main St., CEdar 9-1335 (S. C.)
Tennessee, Chattanooga 2: C. E. Bryant, Volunteer Life Bldg., AMherst 7-4361 (Tenn.)
Tennessee, Memphis 3: T. M. Maxwell, 825 Exchange Bldg., JAckson 6-8546 (Ark.)
Texas, Dallas 1: B. E. Duffey, Fidelity Union Life Bldg., RI 1-5231 (Texas)
Virginia, Richmond 30: T. E. Kline, 4000 Broad St., EL 8-5573 (Va.)
West Virginia, Charleston 1: B. I. Routh, 1206 Kanawha Blvd., E., Dickens 6-9606 (W. Va.)

WESTINGHOUSE ELECTRIC CORP., Power Apparatus Div., 3 Gateway Center, P. O. Box 2278, Pittsburgh 30, Pa.
Alabama, Birmingham: Birmingham Office, 1406 Comer Bldg., FAirfax 3-2411 (Ala.)
Alabama, Huntsville: Huntsville Office, 112 Gallatin St., Phone 534-6447 (Ala.)
Alabama, Mobile: Mobile Office, 1511 Merchants National Bank Bldg., HE 2-0737 (Ala.)
Florida, Jacksonville: Jacksonville Office, 1520 Prudential Bldg., EXbrook 8-5654 (Fla.)
Florida, Miami: Miami Office, 532 Ingraham Bldg., FRanklin 4-8147 (Fla.)
Florida, Orlando: Orlando Office, 367 N. Orange Ave., CHerry 1-2091 (Fla.)
Florida, Tampa: Tampa Office, 4062 Henderson Blvd., Phone 8-0114 (Fla.)
Georgia, Albany: Albany Office, 2004 Pine Knoll La., HEmlock 5-4297 (Ga.)
Georgia, Atlanta 3: Atlanta Office, 1299 Northside Dr., N.W., TRinity 4-1641 (Ga.)
Georgia, Savannah: Savannah Office, 224 E. Bay St., AD 6-3066 (Ga.)
Louisiana, Baton Rouge: Baton Rouge Office, Fidelity Bldg., DIckson 8-5759 (La.)
Louisiana, New Orleans: New Orleans Office, 400 North Carrollton Ave., HUnter 6-6141 (La.)
Louisiana, Shreveport: Shreveport Office, 623 Johnson Bldg., Phone 425-2435 (La.)
Mississippi, Gulfport: Gulfport Office, 4513 Harrison Ave., UNion 4-2963 (Miss.)
Mississippi, Jackson: Jackson Office, 715 Electric Bldg., FLeetwood 4-2373 (Miss.)
North Carolina, Asheville: Asheville Office, 18 Robinhood Rd., AL 2-0954 (N. C.)
North Carolina, Charlotte: Charlotte Office, 2001 W. Morehead St., Phone 7-3471 (N. C.)
North Carolina, Greensboro: Greensboro Office, 707 Guilford Bldg., BRoadway 3-5551 (N. C.)
North Carolina, Raleigh: Raleigh Office, 315 Superior Bldg., TEmple 4-0397 (N. C.)
North Carolina, Winston-Salem: Winston-Salem Office, 1237 Wedgewood Dr., PA 4-7766 (N. C.)
South Carolina, Columbia: Columbia Office, 301 Security Federal Bldg., ALpine 6-1511 (S. C.)
South Carolina, Greenville: Greenville Office, 135 S. Main St., CEdar 9-1335 (S. C.)
Tennessee, Chattanooga 2: Chattanooga Office, 305 Provident Bldg., AM 7-4361 (Tenn.)
Tennessee, Knoxville: Knoxville Office, 605 Burwell Bldg., Phone 522-8101 (Tenn.)
Tennessee, Nashville: Nashville Office, 1717 West End Bldg., CH 2-3505 (Tenn.)

WESTINGHOUSE ELECTRIC CORP., Standard Controls Div., Beaver, Pa.

WESTINGHOUSE ELECTRIC CORP., Sturdevant Div., Hyde Park, Boston 36, Mass.
Alabama, Birmingham 3: 2008 Eighth Ave., S., ALpine 2-7014
District of Columbia, Washington 6: 1625 "K" St., N.W., NAtional 8-8843
Florida, Tampa 9: 4062 Henderson Blvd., Phone 8-0305
Georgia, Atlanta 2: 1299 Northside Dr., TRinity 4-1641
Kansas, Kansas City: 7920 State Line Rd., MItchell 9-0626
Louisiana, New Orleans: 400 N. Carrollton Ave., AMherst 5411
Maryland, Baltimore 2: 501 St. Paul Pl., PLaza 2-0300
Missouri, St. Louis 11: 411 N. Seventh St., GArfield 1-6911
North Carolina, Charlotte 1: 2001 W. Morehead St., FRanklin 7-3471
North Carolina, Greensboro: 707 Gilford Bldg., BRoadway 3-5551
Tennessee, Memphis: 215 Madison Ave., JAckson 6-4406
Tennessee, Nashville: 212 Woodland St., ALpine 5-8454
Texas, Dallas 1: 1232 Fidelity Union Life Bldg., RIverside 1-5231
Texas, El Paso: P. O. Box 1530, KE 3-1231
Texas, Houston 2: 507 Dallas Ave., CApitol 4-7791
Virginia, Richmond 30: 4000 W. Broad St., ELgin 8-5573

WESTINGHOUSE ELECTRIC CORP., Switchgear Apparatus Div., 3 Gateway Center, P. O. Box 2278, Pittsburgh 30, Pa.

WESTINGHOUSE ELECTRIC CORP., Switchgear Distribution Apparatus Dept., 3 Gateway Center, P. O. Box 2278, Pittsburgh 30, Pa.

WESTLINE PRODUCTS, Div. of Western Lithograph Co., 600 E. 2nd St., Los Angeles 54, Calif.
Georgia, Atlanta 17: Lynd Walkling, Lynd Walkling Co., P. O. Box 3045 (Ala., Fla., Ga., Miss., S. C.)

WESTMORELAND METAL MFG. CO., Milnor St. & Bleigh Ave., Philadelphia 35, Pa.
Florida, Miami: Marvin Bochner, 7950 S.W. 21st Ter., CAnal 1-1243 (Fla.)
Georgia, Atlanta: Berry-Elsberry, 45 Alabama Ave., JAckson 2-2563 (Ala., Ga., Miss.)
Kansas, Kansas City: Robert Haizlip Co., 1401 Fairfax Tfcwy., MA 1-4700 (Kans., Mo., Okla.)
Louisiana, New Orleans: Chester Lloyd Co., 1031 Magazine St., JAckson 5-5226 (Ark., La., Miss.)
North Carolina, Greensboro: Wilson P. Byrd Co., 1920 Sullivan St., BRoadway 3-5932 (N. C., S. C., Va.)
Pennsylvania, Philadelphia: Roy Levy, 7921 Gilbert St., LI 8-5263 (Del., D.C., Md.)

WESTWIND CORP., 414 Holgate St., Seattle 4, Wash.

WHEATLAND ELECTRIC PRODUCTS CO., 500 Logan St., Carnegie, Pa.
Alabama, Birmingham: Morrison & Stewart, 1929 Cahaba Rd., TR 1-0335 (Ala.)
Florida, Clearwater: Elmer Rasmussen, 1403 S. Greenwood Ave. (Fla.)
Florida, Oakland Park: V. W. Lanford, 4050 N.E. 5th Ter., LO 4-5046 (Fla.)
Georgia, Atlanta: W. J. Barnes, 3224 Peachtree Rd., N.E., Phone 233-0581 (Ga., Tenn.)
Illinois, East St. Louis: Custer & Co., Inc., 235 N. 6th St., BR 1-5220 (Mo.)
Kentucky, Covington: Hackman Electric Sales Co., 47 Paul Hesser Dr., DIxie 1-5318 (Ky.)
Louisiana, New Orleans 23: Duke-Philibert & Co., 10004 Judy Dr., Phone 729-5018 (La., Miss.)
Nebraska, Omaha 1: Electrical Products Co., P. O. Box 325, Phone 556-3501 (Kans., Mo.)
North Carolina, Charlotte 4: Robert W. Chapman & Co., P. O. Box 4230, LO 4-5046 (N. C., S. C.)
Pennsylvania, Philadelphia 7: T. M. Linton, 1123 Bakers Securities Bldg., Juniper & Walnut Sts., PE 5-4431 (Del., D.C., Md., Va.)
Pennsylvania, Pittsburgh 5: Clayton & Co., Berry & Windgap Rd., WAlnut 2-1923 (W. Va.)
Tennessee, Memphis: Mid-South Sales, Inc., 4828 Parkside Ave. (Ark., Miss., Tenn.)
Texas, Dallas: The Hodges Co., 1336 Crampton, RI 7-0051 (Okla., Texas)
Texas, Houston 27: Bell & Bell, 3815 Richmond, MOhawk 7-9644 (Texas)

WHEEL TRUEING TOOL CO., 3200 W. Davison Ave., Detroit 38, Mich.
Florida, Hialeah: Rock-Weld Equip. Corp., 1516 E. 4th Ave., TUxedo 7-8238 (Fla.)
Indiana, Indianapolis 8: Garwin, Inc., 3140 N. Illinois St., WAlnut 5-5333 (Ky., Mo.)
Louisiana, New Orleans 13: Building Specialties Co., 910 3rd St., TWinbrook 5-0322 (La., S. Miss.)
Missouri, Kansas City 10: The Cebis Co., 1016 E. 48th St., LOgan 1-4010 (Kans., Okla.)
Missouri, Kirkwood 22: The Ray Martin Co., 210 Kirkwood Bank Bldg., YOrktown 6-8659 (Ark., E. Mo., W. Tenn.)
North Carolina, Greensboro: Rock-Weld Equip. Corp., P. O. Box 9403, BRoadway 2-9805 (Ala., Ga., Ky., N. C., S. C., Tenn., Va., W. Va.)
Ohio, Dayton 2: Garwin, Inc., 419 W. First St., BAldwin 3-3211 (W. Va.)
Pennsylvania, Philadelphia 29: Pennsylvania Equipment & Tool Corp., 2408 W. Hunting Park, BAldwin 9-6344 (Del., D.C., Md.)
Pennsylvania, Pittsburgh 13: Power Tool & Supply Co., 3519 Bigelow Blvd., MUseum 2-1132 (W. Va.)
Texas, Dallas 35: Diamond Sales Co., 2526 W. Mockingbird La., FLeetwood 2-0303 (N. La., Texas)

WHEELER REFLECTOR CO., Hanson, Mass.
Alabama, Birmingham 3: Elwyn B. Richey, Comer Bldg., ALpine 2-3079 (Ala., N. Fla.)
Arkansas, Little Rock: James Venable, 924 Midland St. (Ark.)
Florida, St. Petersburg: William Fulton, 1644 Third Ave., N., ORange 1-5196 (Fla.)
Georgia, Atlanta: Ed Johnson, Bona Allen Bldg., JAckson 1-0977 (Ga., Tenn.)
North Carolina, Charlotte: Norman Tindal, 126 Builders Bldg., EDison 4-9168 (N. C.)
Pennsylvania, New Cumberland: R. Boyer, 1700 Beckley Dr., CE 3-1656 (D.C., Md.)
South Carolina, Columbia: George Greene, 2246 Sumpter St., P. O. Box 416, ALpine 2-3032 (S. C.)
Texas, Houston 27: R. Barr & Assoc., 5417 Fayette, CApitol 2-9624 (Texas)
Virginia, Richmond: T. P. Harris, 6037 Banneau Rd., P. O. Box 9195, COlony 6-3185 (Va.)

WHEELOCK SIGNALS, INC., 273 Branchport Ave., Long Branch, N. J.
Alabama, Birmingham 9: M. J. Gorrie & Associates, 2927 Central Ave., TRemont 1-7395 (Ala., Fla.)
Maryland, Baltimore 18: Durling Electric Co., 301 E. 25th St., HOpkins 7-5560 and HOpkins 7-7141 (Del., Md., Va.)
Tennessee, Chattanooga 5: International Equip., 22 Frazier Ave., Box 4223, AM 6-8737 (Ga., Tenn.)
Tennessee, Knoxville: Time Controls, 110-112 Northshore Dr., Phone 588-7735 (Ky., Tenn., Va.)
Texas, El Paso: Technical Services, 201 Southern Pacific Bldg., KEystone 2-2296 (Texas)
Texas, Houston 21: M. F. Klicpera Co., 4210 South MacGregor Way, JAckson 2-8459 (La., Miss., Okla., Texas)

WHITAKER REEL MFG. CO., 3704 Jackson St., P. O. Box 1318, Monroe, La.
(Request inquiries sent to address given)

WHITE NIPPLE & MACHINE CO., 1140 Lockwood Dr., Houston 20, Texas

O. C. WHITE CO., 17 Herman St., Worcester, Mass.
North Carolina, Charlotte: Glenn & Larson, 1321 Morehead St. (N. C., S. C., Tenn.)
Texas, Dallas 35: Macrae-Smith Co., P. O. Box 35113 (Ark., La., Okla., Texas)
Texas, Houston 24: Macrae-Smith Co., 1120 Oak La. (Ark., La., Okla., Texas)

WHITE-RODGERS CO., 9797 Reavis Rd., St. Louis 23, Mo. (See advertisement on page 38)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Georgia, Atlanta 16: Al Keane, 1689 Van Epps St., S.E., Phone 378-6806 (Fla., Ga., La., Miss., N. C., S. C., Tenn.)

Georgia, Atlanta 13: White-Rodgers Co., 395 Bishop St., N.W., TR 6-1992

Georgia, Forest Park: Hoyt "Monk" Collins, 131 Sanders Dr., PO 6-9097 (Fla., Ga., N. C., S. C., Tenn.)

Texas, Dallas 34: Bill Hott, 3315 Ridgeoak Way, CH 7-7555 (Okla., Texas)

WHITNEY BLAKE CO., 1565 Dixwell Ave., New Haven 14, Conn.

Florida, Tampa 9: L. K. Powley, 4603 Grand Central Ave., REdwood 7-3188 (Fla.)

Georgia, Atlanta 5: W. R. Bruce, 3323 Peachtree Rd., Phone 237-0564 (Ala., Ga., S. C., Tenn.)

Kansas, Prairie Village: J. L. Hodges, Jr., 7916 Outlook Dr., NIagara 8-2404 (Kans., Mo., Okla.)

Missouri, Jefferson City: A. J. Harty, P. O. Box 521, Phone 5-3619 (Ark., Mo.)

North Carolina, Chapel Hill: James E. Heins, P. O. Box 447, Phone 942-4436 (N. C., Va.)

Ohio, Cincinnati 37: Lloyd M. Price, P. O. Box 37419, Phone 621-5356 (Ky., W. Va.)

Pennsylvania, Philadelphia 10: H. J. Cluver, 1414 Land Title Bldg., 100 S. Broad St., LOcust 3-4067 (Del., D.C., Md.)

Texas, Dallas 30: W. H. Johnson, P. O. Box 30246, FLeetwood 7-4273 (Texas)

Texas, Houston 25: James C. Mitchell, 4114 Lemac, MOhawk 6-0577 (La., Miss., Texas)

WIDE-LITE CORP., 4114 Gulf Freeway, P. O. Box 191, Houston 1, Texas

Alabama, Birmingham 15: C. E. Parker, 2653 Fifth St., N.E., Phone 853-3182 (Ala.)

Arkansas, Little Rock: J. C. Venable, P. O. Box 2232, FR 4-8825 (Ark., Miss., Tenn., Texas)

California, San Mateo: J. Z. Maffitt, 413 W. Hillsdale Blvd., FI 5-0149 (Kans., Texas)

Colorado, Lakewood 15: Don Congdon, 8150 Sunset Dr., BElmont 3-2007 (Kans.)

Florida, Miami: Frederic H. Emmett, 1150 N. E. 110th St., PLaza 4-6818 (Fla.)

Florida, St. Petersburg: F. C. McPherson, 6417 Seventh Ave., N., DIckens 1-6361 (Fla., Ga.)

Georgia, Atlanta 3: L. Morris Landers, 251 Spring St., S.W., MUrray 8-9112 (Ala., Fla., Ga., Ky., Miss., Tenn., Va.)

Indiana, Indianapolis: T. D. Wilson, 6218 N. Parker, CLifford 5-7585 (Ky.)

Kansas, Shawnee-Mission: Lee Penny, 9721 Edy, Overland Park Branch, NIagra 8-7649 (Ark., Kans., Ky., Mo., Okla., Tenn., Texas)

Louisiana, New Orleans: Associated Manufacturers Agents, P. O. Box 843 (La., Miss.)

Maryland, Chevy Chase 15: E. Dinsmore, 4109 Rosemary St., OLiver 4-4700 (Md., Va., W. Va.)

Missouri, Independence: Roger E Bessmer, 3304 Norton, CLifton 2-9148 (Ark., Kans., Mo.)

Missouri, St. Louis 23: Chuck Koerner, 6932 Ravenscroft, PLateau 2-9911 (Ky., Mo.)

New Mexico, Albuquerque: R. B. Black, 1025 Hermosa Dr., S.E., AM 5-0144 (Texas)

North Carolina, Charlotte 2: Bill Gile, 117 E. 3rd St., Rm. 213, EDison 4-0839 (N. C.)

North Carolina, Winston-Salem: Louis J. Lichtefeld, 100 28th St., N.E., Phone 723-2758 (N. C.)

Ohio, Dayton 2: Gary Roof, 1147 Third National Bldg., BAldwin 4-9813 (Ky., W. Va.)

Oklahoma, Oklahoma City: Clifford O. Roberts, 6017 N.W. 58th Ter., WHitney 9-2794 (Okla.)

Oklahoma, Tulsa: Manufacturers Reps., Inc., 1341 S. Boston, Rm. 202-201, P. O. Box 1347, LUther 4-2507 (Okla.)

Pennsylvania, Flourtown: C. F. Bond, 1456 Bethlehem Pike, CHestnut Hill 7-6104 (Del.)

Pennsylvania, Pittsburgh 5: C. W. Carr, 60 Crafton Ave., Phone 899-2752 (Md., W. Va.)

South Carolina, Columbia: L. J. Newman, 6607 Longbrook Dr., SUnset 2-3033 (Ala., Fla., Ga., Ky., La., Miss., N. C., S. C., Tenn., Va.)

South Carolina, Lexington: Gerald Preacher, 116 N. Church St., P. O. Box 517, ELgin 9-6642 (S. C.)

Texas, Dallas 35: George W. Sickler, P. O. Box 35491, FLeetwood 1-5515 (Texas)

Texas, Houston 1: W. B. Carroll, D. Burkett, Carroll Myers, 4114 Gulf Freeway, P. O. Box 191, CA 3-4161 (Texas)

Virginia, Arlington: D. D. Gillespie, 2706 S. Nelson, JA 5-7707 (Del., Ky., Va., W. Va.)

Virginia, Portsmouth: G & G Assoc., 607 Rockridge Rd. (N. C., Va.)

EDWIN L. WIEGAND CO., 7500 Thomas Blvd., Pittsburgh 8, Pa.

Florida, Clearwater: J. J. Galleher Co., 617-A Cleveland St., P. O. Box 1376, Phone 446-7706 (Fla.)

Georgia, Atlanta 24: Applebee-Church, Inc., 1958-A Monroe Dr., N.E., Station "K", P. O. Box 13485, TRinity 5-7244 (Ala., N. Fla., Ga., S. C.)

Louisiana, Baton Rouge: Ross & Pethtel, Inc., 635 Laurel St., Phone 342-9874 (S. Ark., La., Miss.)

Maryland, Baltimore 18: Paul V. Renoff Co., 333 E. 25th St., HOpkins 7-3280 (D.C., Md., N. Va.)

Missouri, Kansas City 8: Conrow Co., 2522 Summit St., VIctor 2-3306 (Kans., N.W. Mo.)

Missouri, St. Louis 1: C. B. Fall Co., 317 N. 11th St., CHestnut 1-2433 (E. Mo.)

North Carolina, Charlotte 2: Ranson, Wallace & Co., 116½ E. Fourth St., EDison 4-4244 or FRanklin 5-1044 (N. C., Va.)

Ohio, Cincinnati 8: The Smysor Co., 1046 Delta Ave., TRinity 1-0605 (Ky.)

Pennsylvania, Bala-Cynwyd: J. V. Calhoun Co., 349 Montgomery Ave., MOhawk 4-6113 or GReenwood 3-4477 (Del.)

Pennsylvania, Pittsburgh 6: Woessner-McKnight Co., 1310 Highland Bldg., 115 S. Highland Ave., EMerson 1-2900 (W. Md., W. Va.)

South Carolina, Columbia: Applebee-Church, Inc., 2817 Millwood Ave., Phone 256-6057 (S. C.)

Tennessee, Nashville 4: H. R. Miles and Assoc., 2500-B Franklin Rd., CYpress 2-7016 (N. Ala., Tenn.)

Texas, Dallas 26: L. R. Ward Co., 3009-11 Canton St., RIverside 8-9004 (Ark., W. La., Okla., Texas)

E. M. WIEGMANN & CO., INC., Freeburg, Ill.

Alabama, Birmingham: D. S. Montgomery, 1313 Roseland Dr., TRinity 1-1365 (Ala.)

Florida, Miami: G. H. Fay, P. O. Box 45-127, HI 8-5760 (Fla.)

Florida, Tampa: Paul T. Parsons, 4620 Lumb Ave., Phone 66-6644 (Fla.)

Georgia, Atlanta: J. A. Lloyd, 375 Whitehall St., S.W., JAckson 4-1977 (Ala., Fla., Ga., N. C., S. C., Tenn.)

Louisiana, New Orleans 10: Al Levin & Assoc., Inc., 301 Gaiennie St., P. O. Box 1279, Phone 524-8489 (La., Miss.)

Louisiana, Shreveport: W. B. Wakeman, 1700 Henry C. Beck Bldg., Phone 423-0384 (La., Miss.)

Missouri, Kansas City: The Schooler-Gorman Co., 1224 W. 9th St., VIctor 2-0733 (Kans., Mo.)

Missouri, St. Louis: Ajax Electrical Sales Co., 1824 S. 18th St., PRospect 3-4139 (Ark., Ky., Mo., Tenn.)

North Carolina, Charlotte: David N. Long, 5411 Twin La., Phone 596-2890 (N. C.)

Oklahoma, Tulsa: William Paschen, 2219 E. 21st St., RI 2-8278 (Ark., Okla.)

Texas, Dallas: Fain Assoc., Inc., 2434 South Harwood, HAmilton 8-7468 (Texas)

Texas, Houston 3: Arthur H. Swartz, 2120 Polk, CApitol 8-6666 (Texas)

R. & W. WILEY, INC., 119 Dearborn St., Buffalo 7, N. Y.

Maryland, Baltimore 18: Dunlop Lighting, 12-14 E. 24th St., CHesapeake 3-4492 (Del., D. C., Md.)

North Carolina, Greensboro: L. W. Roberts Co., 601 N. Elm St., Phone 2-5618 and 2-5617 (N. C., S. C.)

Oklahoma, Oklahoma City 5: Floyd Wilson Co., 313 N.W. 4th St., CEntral 2-2417 (Kans., Mo., Okla.)

Virginia, McLean: Dunlop Lighting, Box 462 (Va.)

Virginia, Richmond 19: L. W. Roberts Co., 530 E. Main St., MIlton 8-2214 (N. C., S. C., Va., W. Va.)

H. E. WILLIAMS PRODUCTS CO., 106 S. Main St., Carthage, Mo.

Indiana, Fort Wayne: C. J. Lomont, 919 W. Creighton, Phone K-3862 (Ky.)

Mississippi, Jackson: Hartwell Cook, 1237 Vince St., FL 2-0065 (Ark., La., Miss.)

Missouri, Kansas City 19: G. V. Dawson, 4838 N. Gladstone, GLadstone 3-6888 (Kans., Mo.)

Oklahoma, Jenks: Wayne Parker, P. O. Box 518, CY 9-5449 (Okla.)

Tennessee, Nashville: W. G. Crunk, 4909 Salem Dr. (Ala., Tenn.)

Texas, Dallas 5: Guy Kirkpatrick, 3620 Maplewood, LAkeside 6-8089 (Texas)

WINTON MFG. CO., 5001 N. Wolcott, Chicago, Ill.

WILSON ELECTRIC FURNACES, Rossville, Ga.

Florida, Tampa 3: Trice M. Bell Agency, 4206 N. Trask St., P. O. Box 15215, RE 6-4774 (Fla.)

Georgia, Atlanta 9: Tom Jones, Engineering Sales Co., 545 Dutch Valley Rd., N.E., Phone 875-0639 (Ga.)

Georgia, Fort Oglethorpe: Frank W. Jarnigan, Jr., Gracie Ave., UN 6-2724 (Ala., Tenn.)

Texas, Houston 23: D. S. Bertone, Commercial Equip. & Sales Co., 2817 Leeland Ave., P. O. Box 18442, CA 8-7259 (Texas)

J. A. WILSON LIGHTING, P. O. Box 5037, 2001 Peninsula Dr., Erie, Pa.

Georgia, Decatur: Robert J. Kuzell, 2489 Midway Rd., BU 4-3257 (Ala., Ga.)

Maryland, Hyattsville: Arnold Apple, 6711 Munsey St., SP 3-5538 (D.C., Md.)

North Carolina, Charlotte 9: Louis J. Coleman, 316 Scofield Rd., FR 5-4317 (N. C., S. C.)

North Carolina, Charlotte 9: Henry D. Prickett, 1623 Geneva Ct., Phone 375-6456 (N. C., S. C.)

Oklahoma, Tulsa 14: Tri-States Sales Co., 2415 S. Norwood Ave., TE 6-5342 (Okla.)

Texas, Houston 27: Norton-Parkerson Co., 3827 Richmond Ave., MO 4-1795 (Texas)

Virginia, Lynnhaven: B. M. Shelby, Robert B. Helfrich & Assoc., 8800 Edinbrough Dr. (Va.)

Virginia, Virginia Beach: Robert B. Helfrich & Assoc., 208 Cardinal Rd., P. O. Box 907, GA 8-3278 (Va.)

West Virginia, Parkersburg: Ralph H. Stear, Hawn & Stear, Inc., 133 Morningside Cir., GA 8-3278 (W. Va.)

WINCHARGER CORP., E. 7th & Division Sts., Sioux City 2, Iowa

Florida, Miami 45: Fay-Shaw & Co., Inc., P. O. Box 45-127, HI 8-5760 (Fla.)

Georgia, Atlanta: Kennon & Johnson Co., 7 Camden Rd., N.E., TRinity 4-5566 (Ala., Ga.)

Kansas, Mission: Vene D. Fry Co., Muntzel Keach Bldg., 5920 Nall Ave., RAndolph 2-1711 (Kans., Mo.)

Louisiana, Baton Rouge: Arch Evans, 1815 Glendale, DIckens 2-2704 (La.)

Maryland, Towson 4: George E. Clements, 722 Stevenson La., VAlley 5-3553 (Del., D.C., Md.)

Mississippi, Jackson 6: R. T. Douglas, P. O. Box 4773, Phone 366-2757 (Miss.)

North Carolina, Charlotte 1: Charles M. Furman, Jr. & Assoc., P. O. Box 2624, FRanklin 5-2332 (N. C., S. C.)

Pennsylvania, Pittsburgh 35: Ronald E. Grinder, 220 Highland Rd., CHurchill 2-3533 (W. Va.)

Tennessee, Knoxville: J. Bill Johnson, 618 Edwards Dr., P. O. Box 352, Phone 577-5845 (Ky., Tenn., W. Va.)

Texas, Dallas: Stanley D. Bowles Co., 1910 S. Lamar, HAmilton 8-1319 (Ark., Okla., Texas)

Virginia, Richmond 35: Arthur C. Hoey, Jr., 3364 Cedar Grove Rd., BR 2-3449 (Va.)

WINPOWER MFG. CO., 1207 1st Ave., E., Newton, Iowa

Georgia, Atlanta 5: Norman Parke, 2695 Lenox Rd., N.E. (Ala., Fla., Ga., N. C., S. C.)

Kansas, Harper: Ed Mellon, 1017 Maple, P. O. Box 244 (Kans., Okla.)

New Jersey, Stockton: William J. Weaver, P. O. Box 186 (Del., D.C., Md., Va.)

WIREMOLD CO., Elmwood P. O. Hartford 10, Conn.

District of Columbia, Washington 16: Victor C. Barringer, 3040 Foxhall Rd., N.W., EMerson 2-4608 (D.C., Md., Va.)

Georgia, Atlanta 3: Biglin Assoc., Inc., 177 Harris St., N.W., JAckson 4-1761 (Ala., Fla., Ga., La., Miss., N. C., S. C., Tenn., Va.)

Maryland, Baltimore 18: T. J. Pugh, 30 E. 25th St., BElmont 5-8292 (Del., D.C., Md.)

Missouri, Kansas City 19: Victor A. Meier, 5330 N. Spruce St., GLadstone 2-9076 (Kans., Mo.)

Missouri, St. Louis County 23: A. F. Tubbesing, 8215 Villaton Dr., FLanders 3-4864 (Kans., Ky., Mo.)

Ohio, Cincinnati 24: Charles J. Wirtz, 5720 Hamilton Ave., MUlberry 1-7643 (Ky.)

Pennsylvania, Pittsburgh 33: The Love-Haile Co., 1280 Ridge Ave., ALlegheny 1-3124 (Md., W. Va.)

Pennsylvania, Roslyn: Richard B. French, 1306 Osbourne Ave., OLdfield 9-3481 (Del.)

Texas, Dallas 15: Snoots-Woods Co., 2515 Clarence St., HAmilton 8-5108 (Ark., Okla., Texas)

WODACK ELECTRIC TOOL CORP., 4628 W. Huron St., Chicago 44, Ill.

WOLFE & MANN MANUFACTURING CO., 2728 Sisson St., Baltimore 11, Md.

Alabama, Birmingham 5: J. L. Howarth Co., Inc., 3021 Seventh Ave., S., FAirfax 2-1964 (Ala., Fla.)

Arkansas, Little Rock: Gregory-Salisbury & Co., Inc., 500 E. Markham St., FR 5-1383

Florida, Miami 1: William Bregman, P. O. Box 4312, JEfferson 2-3851 (Fla.)

Louisiana, Baton Rouge: Gregory-Salisbury & Co., Inc., 2621 Highland Rd., DI 2-2873

Louisiana, New Orleans 12: Gregory-Salisbury & Co., Inc., 820 Julia St., Phone 524-5207 (Ark., La., Miss.)

Mississippi, Jackson: Gregory-Salisbury & Co., Inc., 350 N. Mart Plaza, EM 2-1671

North Carolina, Charlotte 4: E. H. Gilliam Co., 1220 E. 4th St., EDison 2-1256 (N. C.)

Tennessee, Knoxville: John G. Pettyjohn Co., Daylight Bldg., P. O. Box 395, Phone 523-0111 (Tenn.)

Tennessee, Memphis: Gregory-Salisbury & Co., Inc., 240 S. Parkway East., WH 8-0496

Texas, Dallas 20: Kemp Engrg. Co., 2618 Manana Dr., FLeetwood 7-6663 (Okla., Texas)

WOLTA ELECTRICAL PRODUCTS CORP., 115 S. MacQuesten Parkway, Mt. Vernon, N. Y.

Florida, Fort Lauderdale: Al Kaplan, Coral Enterprises, 1112 Citrus Isle, JAckson 2-7606 (Fla.)

Georgia, Atlanta 17: Robert S. Bernhardt & Assoc., 2592 Tupelo St., S.E. (Ala., Ga., N. C., S. C.)

Maryland, Baltimore 2: Charles E. Esposite, 501 E. Monument St., LExington 9-4021 (Del., D.C., Md., Va.)

Texas, Dallas 25: I. Stephen Warner, 6641 Bandera Ave., EMerson 8-2364 (Ark., La., Miss., Okla., Texas)

C. D. WOOD ELECTRIC CO., INC., 3214 Northern Blvd., Long Island City, N. Y.

WOOD SPECIALTY MFG. CO., 922 Taylor Ave., Rockford, Ill

WOOD TREATING CHEMICALS CO., 5137 Southwest Ave., St. Louis 10, Mo.

DANIEL WOODHEAD CO., 15 N. Jefferson St., Chicago 6, Ill.

Alabama, Birmingham 3: Whitman Assoc., Elwyn B. Richey, 823 Comer Bldg., ALpine 2-3079 (Ala.)

Florida, Miami: Whitman Assoc., Dave Butt, 3646 Main Hwy., Coconut Grove, EMerson 1-2818 (S. Fla.)

Florida, St. Petersburg: Whitman Assoc., 4133 Narvarez Way, S., ORange 1-1231 (N. Fla.)

Florida, Warrington: Whitman Assoc., 208 Payne Rd. (N.W. Fla.)

Georgia, Atlanta 3: Whitman Assoc., 313 Bona Allen Bldg., JAckson 1-0977 (Ga.)

Louisiana, New Orleans 10: Richard M. Ong, P. O. Box 1325, HUnter 6-1472 (La., Miss.)

Maryland, Baltimore 18: Douty & Downie, 2323 Maryland Ave., TUxedo 9-3470 (D.C., Md.)

Missouri, St. Louis 8: James C. Korak, 4378 Lindell Blvd., FRanklin 1-5100 (Kans., Mo., Okla.)

North Carolina, Charlotte 2: Whitman Assoc., 126 Builders Bldg., EDison 4-9168 (N. C.)

Ohio, Cincinnati 17: Goldschmidt Elec. Sales, 4508 Greenlee Ave., UNiversity 1-6708 (Ky.)

Pennsylvania, Jenkintown: Peter Jacobson, 737 Suffolk Rd. (Del.)

Pennsylvania, Pittsburgh 12: H. W. Groetzinger Co., 410 E. Gen. Robinson St., AL 1-6280 (W. Va.)

South Carolina, Columbia: Whitman Assoc., P. O. Box 416, AL 2-3032 (S. C.)

South Carolina, Greenville: Whitman Assoc., 4 F Calhoun Towers, CEdar 9-3767 (S. C.)

Tennessee, Memphis 4: S. H. Busang, 642 S. Cooper St., BR 2-7495 (Ark., W. Tenn.)

Tennessee, Nashville 12: Whitman Assoc., 2422 Abbott Martin Rd., CY 7-3736 (E. Tenn.)

Texas, Dallas 15: Valkus-Kissel, 1711 Kelly St., HAmilton 8-7388 (Texas)

Virginia, Richmond 26: Harris B. Turner, P. O. Box 8594, AT 8-0781 (Va.)

WORK-O-LITE CO., 522 Cortlandt St., Belleville, N. J.

WM. WURDACK ELECTRIC MFG. CO., 444 Clayton Ave., St. Louis 10, Mo.

X

XCELITE INC., Thorne & Bank Sts., Orchard Park, N. Y.

Georgia, Atlanta 3: Jack C. Lyle & Assoc., 409 Glenn Bldg. (Fla., Ga., N. C., S. C.)

Mississippi, Jackson 5: Southern Sales Co., 514 Court St. (Ala., Miss., Tenn.)

Y

YORK BODY & EQUIPMENT CO., Div., Twin Coach Co., 951 Elm St., P. O. Box 446, York, Pa.

Pennsylvania, York: S. F. Kahn, 951 Elm St., Phone 5451 (Del., D.C., Md., Va., W. Va.)

YORKVILLE METAL PRODUCTS CO., 627 Greenwich St., New York 14, N. Y.

Colorado, Denver 20: Bach Assoc., 191 Oneida St. (Okla.)

Florida, West Palm Beach: Palco, Box 6343 (Fla.)

Georgia, Atlanta 7: Floyd H. Goodman, 2231 E. Lake Rd., N.E. (Ala., Ga., Miss.)

Kentucky, Louisville 14: K. E. Jockell & Assoc., 910 Southview Rd. (Ky.)

Louisiana, New Orleans 16: Fred C. Baldridge Co., 525 Godchaux Bldg. (La.)

North Carolina, Charlotte: J. Schwarz, 4137 Pineview Rd. (N. C., S. C., Tenn.)

Pennsylvania, Philadelphia: Albert Cherry, Lakeside Apts. 26, Melrose Park, (Del., D.C., Md.)

Texas, Dallas 24: Elmer Johnsen & Son, 3422 Monte Carlo (Texas)

Virginia, Charlottesville: Robert A. Broan, P. O. Box 1264 (Va.)

YOUNG ENGINE CORP., P. O. Box 532, Canton 1, Ohio (See advertisement on page 93)

District of Columbia, Washington 6: William E. MacDonald Co., 1835 "K" St., N.W., FEderal 3-8385 (D.C., Md., Va.)

YOUNGSTOWN SHEET & TUBE CO., P. O. Box 900, Stambaugh Bldg., Youngstown 1, Ohio

District of Columbia, Washington 17: James P. Quick Agency, 2514 "K" St., N.W. (D.C., Md.)

District of Columbia, Washington 5: 327 Bowen Bldg., REpublic 7-2340 (Del., D.C., Md., Va.)

Georgia, Atlanta 1: 1310 Healey Bldg., JAckson 2-5920 (Ala., Fla., Ga., N. C., S. C., Tenn.)

Louisiana, New Orleans 12: 637 Whitney Bldg., JAckson 2-2656 (S.W. Ala., La., Miss.)

Missouri, Kansas City 5: 2206 Power & Light Bldg., VIctor 2-5837 (Kans., W. Mo.)

Missouri, St. Louis 3: 910 Shell Bldg., GEneva 6-1223 (Ark., Mo., W. Tenn.)

Ohio, Cincinnati 2: 1202 Carew Tower, MAin 1424 (Ky.)

Oklahoma, Tulsa 3: 1110 Philtower Bldg., LUther 2-5153 (Okla.)

Pennsylvania, Pittsburgh 36: A. J. Noce Assoc., Inc., 1303 Lebonon Church Rd., TUxedo 4-0515 (W. Va.)

Texas, Houston: Bob Roberts Co., 2220 Yale St., UNderwood 2-3372 (Texas)

Texas, Richardson: Bob Roberts Co., P. O. Box 275 (N.W. La., N. Texas)

Z

ZANE MFG. CO., 20 E. Concord St., Boston 18, Mass.

ZELL-AIRE CORP., P. O. Box 183, Reading, Pa. (Request inquiries sent to address given)

ZENITH ELECTRIC CO., 152 W. Walton St., Chicago 10, Ill.

Florida, Miami 47: Bryan P. Fisher, P. O. Box 47795, MU 8-3839 (Fla.)

Georgia, Atlanta: Kennon-Johnson Co., 7 Camden Rd., N.E., TRinity 4-5560 (Ala., Ga.)

Kentucky, Louisville: J. L. Reighart, 4617 Duncan St., SPring 6-1682 (Ky.)

Louisiana, New Orleans: W. J. Keller, 1024 Harding Dr., HU 8-4848

Maryland, Baltimore: Eastern Sales Co., 1561 Lister Rd., CL 2-4700 (Del., D.C., Md.)

Missouri, Kansas City: Charles V. Dunn & Assoc., 715 W. 23rd St. Tfcwy., BA 1-1106 (Kans., Mo.)

Missouri, St. Louis: Charles Dellert Co., 1023 N. Grand Blvd., JEfferson 3-7100 (Mo.)

North Carolina, Greensboro: E. T. Green, P. O. Box 5037, 3703 Kirby Dr., BRoadway 5-3775 (N. C., S. C., Va.)

Oklahoma, Oklahoma City 6: Ray Sullens, 1941 N.W. 17th St., JA 8-2979 (Okla.)

Oklahoma, Tulsa: Elmer Luebbert, 1203 E. 31st St., Phone 72-8684 (Okla.)

Tennessee, Nashville: Industrial Electric Co., 123 S. 11th St., CA 7-3812 (Ala., Tenn.)

Texas, Dallas: Ed R. Boruch, 2415 Converse, RIverside 8-1171 (Texas)

Texas, El Paso: Marshall Elmore, 140 Little Flower Rd., PR 2-2881 (Texas)

Texas, Houston: Robert R. Barr, 5417 Fayette, CA 2-9624 (Texas)

ZINSCO ELECTRICAL PRODUCTS, 729 Turner St., Los Angeles 12, Calif.

Florida, Pompano Beach: Ray Siegel, 1510 13th Ave., S.E., WE 3-6866 (Fla.)

Georgia, Atlanta 3: Berry-Elsberry, 47 Alabama St., S.W., JA 2-2563 (Ala., Ga., Miss., Tenn.)

Kentucky, Louisville: Fultz & Co., 2621 Valletta Rd., GL 2-2996 (Ky.)

Maryland, Baltimore 27: Eastern Sales, 1561 Lister Rd., CI 2-4700 (Md., Va.)

Missouri, Kansas City 5: J. W. Gatchell Co., 407 Broadway, BA 1-4716 (Kans., W. Mo.)

Missouri, St. Louis 21: Gene Hagen & Co., 7378 Overbrook Dr., EV 1-6724 (E. Mo.)

Oklahoma, Tulsa: Tom Hodges & Co., 4407 S. Peoria, WE 9-0894 and WE 9-0895 (Ark., Okla.)

Pennsylvania, Philadelphia 47: A. Weingarten Co., 810 S. Delaware Ave., DE 6-0822 (Del.)

Pennsylvania, Pittsburgh 33: Gamble & Albrecht Co., 839 W. North Ave., FA 2-0494 and FA 2-0495 (W. Va.)

Texas, Dallas: The Hodges Co., 1336 Crampton, ME 1-8460 (Texas)

Virginia, Richmond 20: Robert W. Fishburne, 1725 Arlington Rd., EL 5-6537 and EL 5-6538 (N. C., S. C., Va.)

The state abbreviation in parentheses following a representative's listing indicates the territory covered. In many instances this is only an approximate designation. In other instances, parts of states are indicated by directional abbreviations such as N., S., E., W., S.E., S.W., N.E., N.W., etc.

Manufacturers' Agents in the South and Southwest

This section contains the names of all representatives reported by manufacturers as being independent agents. Each agent listed may represent two or more manufacturers in the preceding directory section.

The great majority of individuals and firms listed herein are manufacturers' agents in the full sense of the term. However, in a few instances manufacturers have listed as their agents certain firms also engaged in other types of business such as motor repair, machinery supply, and even electrical wholesaling. Any such firms included in this listing are actually performing a manufacturers' representatives' function in addition to their regular field of operation.

ALABAMA

BIRMINGHAM

ACOUSTI ENGINEERING OF ALABAMA, INC., 546 North Seventh St.—FA 4-2567
ALTEC, INC., 1730 Vanderbilt Rd.—ALpine 2-0241
ANDRESS-MOUAT & ASSOC., INC., 112 S. 50th St.—Phone 595-0541
CHARLES W. ASHBY CO., 1827 28th Ave., S.—TRemont 9-1651
ASSOCIATED ENGINEERS, 3716 3rd Ave., S.,—LYric 2-8116
ROLLA BECK SALES CO., P. O. Box 5824 Homewood Sta.—TR 1-2992
BELCHER & ASSOCIATES, INC., 512 N. 18th Ave.—FA 2-1733
L. S. BELDING, American Life Bldg.—ALpine 2-1484
BENEDICT & BOGGS, 707 S. 30th St.—FAirfax 3-6151
BIGLIN ASSOC., 2124 48th St.—STate 6-7351
A. P. BOLTON, 604 Warwick Rd.—TR 1-6208
PAUL BRAKE, 936 Shelton St.
BRASFIELD SALES ENGINEERING CO., P. O. Box 6025—TRemont 1-7808
BRATTON SALES ENGINEERS, 2812 12th Ave., N.—FA 4-8534
ROYCE BROGDAN, 2248 Pine Crest Dr.—TR 9-6541
W. J. BROUGHTON CO., 303 Hampton Dr.—TRemont 1-3291
H. B. BROWN, JR., 2217 7th Ave., S.—FAirfax 2-3629
BROWNLEE-MORROW ENGINEERING CO., 745 N. 44th St.—LYric 2-8143
J. B. BURTCHAELL, 2720 Wynward Rd.—TRemont 9-1741
CARY CHAPMAN CO., 2516 Eight Court, N.—FAirfax 3-5236
CRANDALL ENGRG. CO., 601 N. 10th St., P. O. Box 1712—ALpine 1-9262
D. C. DUNCAN AUTOMATION CO., 425 S. W. 17th St.—ST 7-0101
EBBERT & KIRKMAN, 720 S. 23rd St.—ALpine 1-9174
ELECTRICAL REPAIR SERVICE CO., 3300 6th Ave., S.
EMORY DESIGN & EQUIPMENT CO., P. O. Box 9013-TRemont 1-1369
JAMES R. FULLER, 3821 South Core Dr.—TRemont 1-3046
THE GEARHART CO., 512 N. 18th—ALpine 2-7419
GENERAL MACHINERY CO., 1600 Second Ave., S.—ALpine 1-9243
GLENN ASSOC., INC., 2925 Central Ave.—TRemont 9-0561
GODFREY W. GLENN AGENCY, 3205 2nd Ave., S.—AL 2-0209
M. J. GORRIE & ASSOC., 2927 Central Ave.—TRemont 1-7395
GRAYBAR ELECTRIC CO., 709 First Ave., N.—FAirfax 2-1861
H. B. HANSON, JR., 700 8th Ter., W.—FAirfax 2-6511
HINKLE SUPPLY CO., INC., P. O. Box 831, 2923 Fifth Ave., S.— FAirfax 2-4541
HOPPER & McCOY, P. O. Box 402
J. L. HOWARTH CO., INC., 3021 Seventh Ave., S.—FAirfax 2-1964
GENE JOHNSON CO., 2115 First Ave., S.—FAirfax 4-1960
HARRY C. JOHNSON CO., 1101 National Bank Bldg.—TR 1-7231
J. H. JUDD, P. O. Box 7614—TRemont 1-7261
CLIFFORD H. KUHLMAN, 1288 49th Pl., S.—WOrth 1-3113
CLYDE LANHAM, 4029 Fairmont Way, N.—Victor 1-8564
ROBERT LEACH, P. O. Box 7364—TR 9-0561
LINE MATERIAL INDUSTRIES, 1700 Vanderbilt Rd.—FA 3-1651
GEORGE O. MABRY, 3606 6th Ave., S.—Phone 592-7213
MAYER ELECTRIC SUPPLY CO., INC., 3200 Third Ave., S.
McCONNELL SALES & ENGRG. CORP., P. O. Box 5825, Homewood Station—TRemont 1-3501
G. R. "MAC" McKENZIE, P. O. Box 20165—Phone 822-3838
DAVID B. McLAY, P. O. Box 5983, Homewood Branch—TR 9-0483 and TR 9-8764
G. M. McLEOD, 1906 9th Ave., S.—FAirfax 2-1926
D. S. MONTGOMERY, 1313 Roseland Dr.—TRinity 1-1365
RYALL S. MORGAN, P. O. Box 3206—ALpine 1-7689
MORRISON & STEWART, 1929 Cahaba Rd., P. O. Box 6104—TRemont 1-0335
WILLIAM NEVILLE, 247 American Life Bldg.—ALpine 1-7979
C. E. PARKER, 2653 Fifth St., N.E.—Phone 853-3182
TERRELL T. PHILEN, 2124 48th St., W.
ELWYN B. RICHEY, Whitman Assoc., 823 Comer Bldg.—AL 2-3079
ROBERTSON-REESE CO., 1814 Kensington Rd.—TR 1-0782
EUGENE T. SHARLEY, Box 5987, Homewood Sta.—TRemont 1-0064
SHOOK & FLETCHER SUPPLY CO., 1814 1st Ave.—FAirfax 2-6722
J. K. SPADER, JR., 512 N. 18th St.—ALpine 2-7419
SPURGEON-BROWN CO., P. O. Box 3027-A—ALpine 1-9179
SYNTRON BIRMINGHAM SALES CO., 2117 Lester La.—Phone 822-1900
C. R. THRIFT, 1001 Catherine St.—VE 3-4544
TRUCK EQUIPMENT, INC., 930 Sixth Ave., S.—FAirfax 4-3478
GEWIN TUCKER, P. O. Box 6006—FA 4-5923
J. M. TULL METAL & SUPPLY CO., 1301 25th Ave., N.—FA 3-1612
WELLS ELECTRIC SUPPLY CO., 2430 2nd Ave., S.
GEORGE F. WHEELOCK CO., 3017-25 S. 2nd Ave.
E. G. WINFREE, JR., 3205 2nd Ave., S.—FAirfax 2-9052

DECATUR

DECATUR ELECTRIC SUPPLY CO., Corner Banks & Market Sts.—ELgin 3-5161

DOTHAN

MACK ELECTRIC SUPPLY, INC., 412 N. Foster St.

FAIRFIELD

DUNCAN MFG. & EQUIPMENT CO., INC., 4217 Gary Ave.—Phone Birmingham, Ala., STate 6-5278

FLORENCE

COONROD & SON, Box 163—AT 2-9638

GADSDEN

RAY WILLIAMSON & ASSOC., P. O. Box 28—LIberty 6-9340

HUNTSVILLE

GRAYBAR ELECTRIC CO., 124 Woodson St., N.W.—JEfferson 6-6651

MOBILE

ALLEN ELECTRIC CO., 255 St. Michael St.
ROBERT S. BERNEY, P. O. Box 4568, 157 Mohawk St.—GReenwood 7-2508
CLOWER ELECTRIC SUPPLY CO., 307 N. Washington St.—HE 2-0431
ELECTRIC MOTORS MATERIALS, INC., 203 Virginia St.—HEmlock 2-1612
TOM ELLIS, 208 S. Broad
FORRESTRY EQUIPMENT CO., 845 Telegraph Rd.—GL 7-7668
GRAYBAR ELECTRIC CO., 701 N. Joachim St.—HEmlock 2-3511
ROY W. HARTMAN, 31 W. Chadwick Dr.
HILL-SOBERG CO., INC., 500 N. Conception St.—AG 8-9778
INDUSTRIAL POWER EQUIPMENT CO., INC., 951 Government St.—HEmlock 2-7802
SHEARER & RAYFORD, 2504 Old Shell Rd.—GReenwood 9-4581
EARL F. SMITH, 2229 Riverside Dr.—GR 9-1544
JOHN M. WARREN, Box 7001

MONTGOMERY

MORTON SALES CO., INC., 782 S. Hull St.—AMherst 2-4877

ROANOKE
BEN COLE, P. O. Box 381—Phone 8902

TUSCALOOSA
FREEMAN'S ELECTRIC CO., 1616 25th Ave., P. O. Box 728

ARKANSAS

FORT SMITH
INTERSTATE ELECTRIC CO., 36 South 4th St.

LITTLE ROCK
ARKANSAS ELECTRIC CO., Markham & Scott Sts.—FRanklin 2-3446
BIGELOW ROBINSON CO., 800 W. 8th St.—FRanklin 4-8801
J. L. BROWN, 217 Terminal Whse. Bldg.
ALLEN BULLARD CO., 509 E. Markham—FR 5-8227
CLARK EQUIPMENT CO., Box 2619, Cantrell Rd. & Booker—MO 6-5466
DARRAGH CO., 1401 E. 6th St.—FRanklin 5-0123
JACK GREENE & CO., 414 Pulaski St., P. O. Box 2591—MO 4-2696
GREGORY-SALISBURY & CO., INC., Room 202, Terminal Warehouse Bldg., 500 E Markham St.—FRanklin 5-1383
CARL A. KEYS & SONS, 711 W. Broadway—FRanklin 4-5653
J. C. LEWIS CO., 404 E. Markham St.—FR 2-2151
MID-SOUTH ASSOC., P. O. Box 328—SKyline 3-5770
N. B. NICHOLS, 2509 Bishop—FR 4-6797
SNOOTS-WOOD CO., 2524 Blackwood Rd.—MOhawk 6-1916
CURTIS H. STOUT, INC., P. O. Box 107, 400 Shall St.—FRanklin 4-8201
HARDING TAYLOR, Home Pyramid Life Bldg., 221 W. 2nd St.—FRanklin 5-5630
TENN. VALLEY ELEC. SUPPLY CO., 1200 Spring St.—FRanklin 5-7345
JIM VENABLE & ASSOC., 1517 Gaines St., P. O. Box 2232—FR 4-8825
THE VINSANT CO., P. O. Box 2536—FRanklin 4-8825
WADE & AVERY, 109 N. Van Buren St.—MO 6-6342
J. D. WILLIAMS, 203 E. Markham St.—Phone 4-2201
PERCY WILLIAMS, Chester R. Lloyd Co., 2519 Ringo St.—MO 3-3284
NEVIL C. WITHROW CO., 1401 Cantrell Rd., P. O. Box 3297—MOhawk 6-5461
CHARLES B. YOUNG CO., 310 Cotton Exchange Bldg.—FRanklin 4-9311

MORRILTON
SCHLOSSER & CO., 201 Brown St.—FL 4-2474

NORTH LITTLE ROCK
ROLAND SHILLCUTT, 3913 Maple St.—SK 3-5770

PINE BLUFF
WILLIAM C. GOOCH, 2619 Oak St.—JE 5-2267
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WILLIAMSON SALES CO., P. O. Box 3—JEfferson 4-2530

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JACK SAULS CO., 1906 S. Boulder St.—WO 7-1931

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INTERSTATE ELECTRIC CO., 307 E. Front St., P. O. Box 1078

WEST MEMPHIS
MALCOLM KUENEMAN, 1113 Spears St.—REgent 5-3017

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DOVER ELECTRIC SUPPLY CO., Reed and West Sts.

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THE KEYLINE CO., 306 Bayard Ave.—Phone 227-2472

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ARTCRAFT ELECTRIC SUPPLY CO., 208 W. 4th St.—OLympia 6-6651
BELL SUPPLY CO., 213 W. 44th St.
L. WALTON CLINE, 904 W. 24th St.—OL 2-5700
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GEORGE BALDWIN, 1108 9th St., N.W.—ADams 2-3397
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ELLIOTT COMPANY., J. R. Phillips, 1001 Washington Gas Light Bldg., 740 11th St., N.W.—REpublic 7-3411
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ALBERT FOX, 901 Quackenbos St., N.W.—RA 6-7385
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JOHN J. HERRITY, National Press Club Bldg.—NAtional 8-6561
HOLLIDAY, INC., 2315 L St., N.W.—FE 7-2330
W. F. HOLTZMAN, 3424 18th St., N.E.—LA 6-8288
HENRY C. HOWELLS, 910 Washington Bldg.—NAtional 8-2425
ANDY HYNES, JR., Hynes & Weil, 1015 9th St., N.W.—DIstrict 7-6844
WILLIAM D. JOHNSON, 333 Bond Bldg.—REpublic 7-1444
ARNOLD A. KORAB & ASSOC., 3308 M St., N.W.—FE 3-8234
EUGENE L. KRAUSS, 423 Washington Bldg.—NAtional 8-1852
R. K. KYLE, 1627 K St., N.W.—NAtional 8-9238
CLAUDE S. MARTIN, Doubleday-Hill Elec. Co., Inc., 1135 Okie St., N.E.—LAwrence 6-9505
W. E. MacDONALD CO., 1835 K St., N.W.—FE 3-8385
FRANK C. McGRADY, 6250 Mass. Ave., N.W.—OLiver 4-6631
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JAMES P. QUICK, 2514 K St., N.W., Rm. 24—FE 3-2110
RUMSEY ELECTRIC CO., 1425 H St., N.W.—REpublic 7-8117
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STONE HTG. & VENT. CO., INC., 3245 Que St., N.W.—FE 8-2420
WASHINGTON ENGRG. CO., INC., 1700 K St., N.W.—ME 8-2443
PAUL H. WERRES CO., 1832 M St., N.W.—FEderal 8-5810
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J. F. WUESTE, Suite 10, 5034 Wisconsin Ave., N.W.—EMerson 3-8310, EMerson 3-8311 and EMerson 3-8312

FLORIDA

ATLANTIC BEACH
DICKERSON ENGINEERING SALES CO., INC., 28 Seminole Rd.—CH 6-3868

BRADENTON
COURTNEY T. CUMMINGS, Emory Design & Equipment Co., P. O. Box 507—BRadenton 7-1707
TOM A. TAYLOR, 2717 9th Ave., W.—Phone 3-1313

CLEARWATER
BESCO ELECTRIC SUPPLY, 703 Franklin St.
CLARK EQUIPMENT CO., P. O. Box 989—Phone 446-3783
DAVID & PARK CO., P. O. Box 1002—Phone 442-4488
FAY-SHAW & CO., Box 273—Phone 3-7008
J. J. GALLEHER CO., 617-A Cleveland St., P. O. Box 1376—Phone 446-7706
LEUCK SALES, P. O. Box 411—Phone 446-0238
ELMER W. RASMUSSEN, 1403 S. Greenwood—Phone 446-2542
RAYBRO ELECTRIC SUPPLIES CO., P. O. Box 1315, 703 Court St.—Phone 3-0541

CORAL GABLES
JOSEPH H. AKERMAN, 813 Sistina Ave.—MOhawk 7-3864
ANSON FYLER AGENCY, P. O. Box 549, 4210 Laguna St.—Highland 3-7042
BIGLIN ASSOC., P. O. Box 996
FRED GROSS, P. O. Box 996—MO 6-8769
RICHARD VEHON, 811 Parma Ave.—MO 7-9000

DANIA
GEORGE V. KNOBLOCK, 195 N.E. 2nd St.—WA 2-8517

DELAND
J. V. DEMAREST, 516 W. Pennsylvania Ave.

DELRAY BEACH
RAY SIEGEL, 222 N.E. 2nd St.—CR 8-3740

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BILL CAIRNIE, Fewell & Assoc., Box 768 Francis Dr.

EUSTIS
GEORGE L. CARLISLE, INC., P. O. Box 1537—EL 7-2120

FORT LAUDERDALE
ATLAS ELECTRIC SUPPLIES, 701 N.E. 2nd Ave.—JA 4-1255
RICHARD G. BECKER, P. O. Box 8787—JAckson 1-6602
CORAL ENTERPRISES, 1112 Citrus Isle—JAckson 2-7606
C. V. DOWDS, P. O. Box A-533—LOgan 6-9550
W. T. EVANS & ASSOC., P. O. Box 8532, Seminole Annex—LU 3-2878
SHELDON GOODMAN, 3464 N.E. 19th Ave.
HARRY G. JUBELL, 3037 Harbor Dr., Apt 14—JAckson 4-4549
THOMAS A. MARSHALL & ASSOC., 678 Middle River Dr.—LOgan 6-5723
W. C. QUALMANN, 2400 N.E. 26th Ave.—LOgan 4-5129
W. CHESTER SMITH, 207 E. Broward Blvd.—JA 4-7172
SOUTHEAST ENGINEERING SERVICES, 207 E. Broward Blvd.—JAckson 4-7172
WILLIAM WARGO, 2608 N.E. 35th St.—LOgan 6-9776

FORT MYERS
RAYBRO ELECTRIC SUPPLIES CO., P. O. Box 1405, 2803 Lafayette St.—ED 7-1149 and ED 7-1140

GULFPORT
CHARLES H. McKNIGHT, JR., 5810 21st Ave., S.

HIALEAH
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CARY CHAPMAN CO., 301 E. 10th Ave.—TUxedo 5-2519
CECIL & BRUCE TRUCK EQUIPMENT CO., 4198 11th Ave.
GERTNER-BELENSON & CO., 4326 E. 10th La.—MU 8-6531

GIBSON CO., INC., 221 E. 4th St.—TU 7-7381
KURLAND, ZAGER & ASSOC., 12 W. 4th St.
ROCK-WELD EQUIPMENT CORP., 1516 E. 4th Ave.—TUxedo 7-8238

HOLLYWOOD
GEBHARD FROHLICH, 3931 S.W. 42nd Ave.—YU 3-8970
DON McGARRY, 7741 N.W. 25th St.—YU 9-0134

INDIAN RIVER CITY
W. A. BROWN & ASSOC., INC., 201 Capron Rd.—Phone Titusville, Fla., AMherst 7-0411

JACKSONVILLE
ACOUSTI ENGINEERING CO. OF FLORIDA, 101 Copeland St., P. O. Box 2147—ELgin 4-8245
BELCHER & ASSOC., INC., 8751 Atlantic Blvd.—RA 4-7811
BLANCHARD SUPPLY CO., 1520 Hendricks Ave.—FL 9-3131
ROBERT BRONSVEL, 2705 Rainbow Rd.—FL 9-6983
FAY-SHAW & CO., 5158 Janice Cir.—EVergreen 8-5456
FLORIDA ELECTRIC SUPPLY, P. O. Box 2087—EVergreen 7-7448
ROBERT G. FORD, 7204 Poinciana Rd.—Phone 733-3763
HARTMAN & CARPENTER, 1641 Landon Ave., P. O. Box 2614—EXbrook 8-4931
LESTER J. HARTMAN, 4911 Apache Ave.—EV 8-2841
T. C. HEYWARD & CO., Rm. 404, 306 West Adams St.—ELgin 5-3521
CHARLES G. HILL, 8043 San Jose Blvd.—EX 8-1740
HARRY A. HOFFNER, P. O. Box 4346—EVergreen 9-2220
LINE MATERIAL INDUSTRIES, 1641 Landon Ave.—EX 8-4131
WILLIAM T. McCORKLE, 6052 Robbins Cir., N.—RA 5-0269
THE McDONOUGH CO., 1201 SanMarco Blvd.—FL 9-5282
H. L. McMURRY & CO., P. O. Box 2548—ELgin 5-8322
MECHANICAL SALES CO., 624 W. Bay St., P. O. Box 2001—ELgin 3-4492
MERLINE INDUSTRIES OF FLORIDA, 920 E. Adams St.—EL 4-5459
BURTON B. MORRIS, 4357 DeMedici Ave.
L. E. PORTER, 1504 Palmer Ter.—FL 9-5372
E. W. RASMUSSEN, 5158 Janice Cir.—EVergreen 8-5456
RAYBRO ELECTRIC SUPPLIES CO., P. O. Box 418, 707 Ocean St.—ELgin 3-1273
REB ASSOCIATES, INC., 7920 Scotland Rd.—FLanders 9-1984
C. J. RISLER, P. O. Box 1062, 215 S. Lamar St.—EXbrook 8-5601
ROWLAND TRUCK EQUIPMENT, INC., 2265 W. Beaver St., P. O. Box 2006—ELgin 4-5691
CHARLES E. SINGLETON CO., 5079 W. Beaver St.—EVergreen 8-6390
SOUTH EAST ENGINEERING SERVICES, Box 10143—FLanders 9-2148
SOUTHLAND ELECTRIC SUPPLY, 163 Stockton St.
CHARLES W. SPENGLER, 1669 Parrish Pl.—EVergreen 9-0249
J. M. TULL METAL & SUPPLY CO., 5336 Highway Ave.—EV 7-5561
TURNER ELECTRIC WORKS, P. O. Box 4247
VAN & SMITH CO., INC., 1444 June St.—EX 8-0531
WALLACE SALES, 4248 Lenox Ave.—EVergreen 7-2320
WARD ENGINEERING CO., 2727 Phyllis St.
H. C. WARNER, P. O. Box 5801—FLanders 9-3266
TROY WARREN, 2026 Holly-Oaks River Dr.—RAymond 4-6820
GEORGE WEEKS & ASSOC., P. O. Box 5851—EXbrook 8-7481
O. RAY WOOD, 2734 Columbine St.—RAymond 5-0461

JUPITER
JOHN L. MARSH & ASSOC., 341 Indiantown Rd.—JUpiter 4911

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BARNEY'S PUMPS, INC., 2314 Highway 92, E.—MUtual 6-2195
LAKELAND TRUCK EQUIP., INC., E. Main St. & Burbank Ave.—MUtual 2-5166
RAYBRO ELECTRIC SUPPLIES, P. O. Box 1730, 508 N. Ingraham Ave.

LAKE WALES
CARTER-MOODY AGENCY, INC., Box 512—Lake Wales 2-5291

LAKE WORTH
J. R. McMASTER, JR. & ASSOC., P. O. Box 1054—JUstia 5-8016

LARGO
W. K. PENHALLEGON, JR., 690 Keene Rd.—Phone 584-0375

LEESBURG
PAUL R "PAL" HENDERSON, 2206 Mahoney Ave.—STate 7-3273

MADEIRA BEACH
RICHARD Y. FERNANDEZ, 590 Normandy Rd.—WAverly 1-7050

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ACOUSTI CORPORATION OF MIAMI, 3737 N. W. 53rd St.—NEwton 4-6581
BELCHER & ASSOC., INC., 61 N.E. Second St.—FRanklin 1-1700
MARVIN BOCHNER, 7950 S.W. 21st Ter.—CA 1-1243
TOM BOWEN, 192 S.E. Fourteenth Ter., Apt 30
WILLIAM BREGMAN, P. O. Box 4312—JEfferson 2-3851
DAVE BUTT, Whitman Assoc., 3646 Main Hwy., Coconut Grove—EMerson 1-2818
MILTON CADDEN, P. O. Box 33-541—HI 4-5622
PHILLIP COOPER, 25 N.E. 36th St.
DAVID & PARK CO., Kendall 56—CE 5-0555
DECO SALES ASSOC., 3615 N.W. 47th St.—NEwton 5-1308 and NEwton 5-1309
DON DeJONGE, P. O. Box 50-194—MU 1-1642 and PL 8-9930
JULES J. DREYFUSS' SONS, 1361 N.W. 23rd St.—NE 5-0391
ELECTRA, 3150 N.W. 40th St.—NEwton 3-6379
FREDERIC H. EMMETT, 1150 N.E. 110th St.—PLaza 4-6818
FAY-SHAW & CO., INC., P. O. Box 45-127—HI 8-5760
FLORIDA PRECISION INSTRUMENT CORPORATION, 1221 Biscayne Blvd.—FRanklin 1-0105
BRYAN P. FISHER, P. O. Box 47795—MU 8-3839
GLENN ASSOCIATES, INC., 918 Langford Building—FRanklin 3-7833
D. O. GRATTAN, 1002 N.W. 36th St.—NE 5-0291
LARRY GRISSOM, 1951 S.W. 23rd Ter.—HIghland 3-6173
JOHN D. HEALY, 18900 N.W. 8th Ave.—NAtional 1-3454
DAVID HESS, 623 Brickell Ave.—FRanklin 1-2297
HAROLD D. HESTER ASSOCIATES, 189 N.W. 89th St.
HILL FAN CO., 3397 N.W. 67th St.—OX 1-6001
F. E. HOPPER, 6130 S.W. 47th St.—MOhawk 7-2677
JAMES & ASSOCIATES, 7545 N.W. 26th Ave.—OXford 6-0611
J. M. KEELY SALES, 3802 N.W. 32nd Ave.—NE 4-8526 and NE 4-8527
KELLEY ASSOCIATES, INC., 1521 S.W. 11th Ter.—FRanklin 4-4273
CHARLES R. LEE & ASSOC., INC., 3796 W. Flagler St.—HIghland 4-7414
C. G. LIEBLER, 420 S.W. 27th Rd.—FRanklin 1-4826
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DON McGARRY, 1117 Metropolitan Bank Bldg.—FR 4-3215
JOHN S. McWHORTER, INC., 49 N.E. 22nd St.—FRanklin 9-8122
JAY MELLOW, 9501 S.W. 73rd Ave.—MOhawk 6-4837
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A. R. MORSE, P. O. Box 81—HI 8-0679
ROBERT O'BRIEN, 9321 Marine Dr.—CEdar 5-7578
OUSLEY & ASSOCIATES, INC., 33 N.E. Sixth St.—FRanklin 1-7664
PENINSULA ARMATURE WORKS, 3525 N.W. 51st St.
RAYBRO ELECTRIC SUPPLIES CO., P. O. Box 6146, Station B, 745 N.W. First Ave.—FRanklin 9-8467
REB ASSOCIATES, INC., 801 N.W. 79th St.—PLaza 7-1041
R. S. RICH, Rich Electronics, Inc., 212 N.W. 8th Ave.—FRanklin 7-3639
MARTIN J. ROLNICK, 17601 N.W. 11th Ave.
ROWLAND TRUCK EQUIPMENT, INC., 2900 N.W. 73rd St., P. O. Box 47-398—OX 1-9280
H. H. ROWLING, 345 Harbour Ct., Key Biscayne—EMerson 1-5576
C. KELSEY SANDERS, P. O. Box 56, Little River Station—PL 4-9894 and PL 7-5091
SHAW HARDY CO., 846 Ingraham Bldg.—FRanklin 4-8342
RAYMOND SCHEER, 400 N.W. 147th Ter.—WIlson 5-6637
SIGNAL ASSOCIATES, INC., 102 N.W. 22d Ave.
BRUCE W. STILES, P. O. Box 798, Kendall Branch—MO 5-7195
SUCHMAN ASSOCIATES, 4010 N.W. 36th Ave.—NEwton 5-5369
J. M. TULL METAL & SUPPLY CO., 6201 N.W. 36th St.—NE 5-0365

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ADOLPH LEVANTIN, 8010 East Dr.—PLaza 7-3919

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BOB PINNS SALES CO., 335 N.E. 93rd St.—PLaza 4-0412
WHITFIELD AGENCIES, INC., 10643 N.E. 11th Ave.—PLaza 9-9998

MIAMI SPRINGS
LUDLUM ASSOCIATES CO., 4471 N.W. 36th St.—TUxedo 5-3611

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KEN H. HILL, P. O. Box 217—EVergreen 3-2788

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NORTH PALM BEACH
J. F. GRIFFIN, 536 Marlin Rd.—JAckson 3-1438

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V. W. LANFORD, 4050 N.E. 5th Ter.—LOgan 4-5046
SHANNON ASSOCIATES, P. O. Box A533—Phone Pompano Beach, WEbster 3-6130

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ACOUSTI ENGINEERING CO. OF FLORIDA, 1616 Sligh Blvd., P. O. Box 3242—GArden 3-2541
A-GEN-TEERS ENTERPRISES, P. O. Box 7305—CYpress 3-6269
ERIC AUSTIN, 1415 30th St.—GArden 5-6078
BAKER BROS., P. O. Box 1791
GRAHAM BARR, 41 Interlaken Rd.—CY 3-8140
BIVINS & CALDWELL, P. O. Box 6941—CHerry 1-1091
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BUCHANAN & ABRAMS ASSOC., P. O. Box 6026—GArden 3-8995
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THE GEARHART CO., 2513 Catalina Dr.—GArden 2-8024
GLENN ASSOCIATES, INC., 672 N. Orange Ave.—GArden 5-4169
DON GRANTZ, 2513 Catalina Dr.—GArden 2-8024
HUGHES SUPPLY, INC., 521 W. Central Ave.—GArden 5-2661
W. J. MILNER & CO., P. O. Box 1063
WALTER H. NIEMANN, P. O. Box 13084—GArden 5-6751
RAYBRO ELECTRIC SUPPLIES CO., P. O. Box 1593, 500 N. Westmoreland—CHerry 1-3601
SHANNON ASSOCIATES, Box 6171, 1204 E. Colonial Dr.—GArden 5-8520
CHARLES "BUD" TORNOW, P. O. Box 5834—GArden 5-7295
WARD ENGINEERING CO., INC., P. O. Box 5545, 1015 W. Central Ave.—GArden 2-4295

ORMOND BEACH
H. R. GROSS & CO., 619 Riverside Dr.

PALMETTO
HARRY M. DAVIDSON, P. O. Box 757

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PENSACOLA DISTRIBUTING CO., 2408 N. "E" St.—HE 4-1883
SANSING SALES ENGINEERS, 626-A West Barrancas—GL 5-4593
W. C. SORRELL, JR., 520 York Dr., Gulf Breeze —YE 2-2594
TRIO ELECTRIC SUPPLY, INC., 5208 Sycamore Dr.—GL 6-6644
J. D. WILSON, Star Route 99-A, Myrtle Grove Branch

PINELLAS PARK
R. CUMMINGS, Rich Electronics, Inc., 6225 Park Blvd.—HEmlock 6-1407

POMPANO BEACH
RAY SIEGEL, 1510 13th Ave., S.E.—WE 3-6866
WITCH EQUIPMENT CO. OF FLORIDA, 319 S.W. 5th St., Box 817—WE 3-4015

PONTE VEDRA
EARL W. SEIBERT, P. O. Box 85—AT 5-6133

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BILL CRICHTON & ASSOC., P. O. Box 278—TAmpa 40-3051

SARASOTA
C. H. LINES, 6620 S. Tamiami Trail
J. H. STONHOUSE, 32 S. Palm Ave.—Phone 958-6815

SOUTH MIAMI
JAMES A. FOERSTER, 6721 S.W. 68th Ter.—MOhawk 1-5488

ST. AUGUSTINE
WALTER F. HINDRY, 16A Saragossa St.—VAlley 9-9972

ST. PETERSBURG
J. NOBLE ARNOLD, 4228 Cortez Way, S.
BELCHER & ASSOC., INC., 710 Central Ave. —Phone 7-7575
BOWEN-ARNOLD AGENCY, 4228 Cortez Way, S.—ORange 1-8021
SAM BUICE, 5107 18th Ave., N.
ECRA, INC., Box 8215, Madeira Beach—WAverly 1-9735
EMERSON DAY, 5780 11th St., S.—ORange 1-8046
ENGINEERING SALES CO., INC., 2472 24th Ave., N.—Phone 7-3927
FLORIDA ELECTRIC SUPPLY, P. O. Box 2602 —Phone 2-1544
THOMAS N. FLUHARTY, 1757 4th St., N.—Phone 7-6944
WILLIAM FULTON, 1644 Third Ave., N.—ORange 1-5196
TED HAISH, 450 24th Ave., N.—Phone 7-3719
WALTER JERKINS, Whitman Assoc., 4133 Narvarez Way, S.—ORange 1-1231
WAYNE KEMPER, 7427 Dartmouth Ave., N.
FRANK C. McPHERSON, 6417 7th Ave., N. —DIckins 1-6361
A. L. PRITCHARD, 782 64th Ave., S.—ORange 1-7722
RAYBRO ELECTRIC SUPPLIES CO., 2048 1st Ave., S.—Phone 5-4116
S. C. STEINHARTER, 4835½ Burlington Ave., N.
TRI-POINT PLASTICS OF FLA., INC., 5201 Seminole Blvd., Alt. 19—WA 1-2156
R. E. WILTROUT, P. O. Box 10784

STUART
P. L. WARREN, Florida Power Industries, P. O. Box 464—AT 7-2904

TALLAHASSEE
ACOUSTI ENGINEERING CO. OF FLORIDA, 2802 Plant St.

TAMPA
ACOUSTI ENGINEERING CO. OF FLORIDA, 1591 2nd Ave.—Phone 4-4114
MARK J. ANDERSON & CO., P. O. Box 803 —Phone 61-5112 and RE 7-3426
LEO BARNEY, 3518 Obispo St.
ROBERT S. BELCHER, 201 S. Woodlynne Ave. —REdwood 6-1443
TRICE M. BELL AGENCY, 4206 N. Trask St., P. O. Box 15215—RE 6-4774
BERT BEREND ASSOC., P. O. Box 10174
BIGLIN ASSOC., P. O. Box 7093, Seminole Sta.—Phone 31-5271
E. B. BRADFORD, 903 Frankland Rd.—Phone 83-3631
E. E. BRAMMER CO., 3204 Bay to Bay Blvd. —Phone 67-7061
J. L. BRINKMAN, 2712 Morrison Ave.—Phone 87-7541
JIM BROKAW, P. O. Box 5071—Phone 4-5749
A. A. CASEY CO., 5214 Nebraska Ave.—Phone 34-8831
D. K. CASSEL, 442 W. Lafayette St., Rm. 217 —Phone 8-1398
HARLEY A. CLOUSE, 5006 Dickens St.
JOHN R. COLLINS & ASSOC., 1708 North "A" St.—Phone 84-6941
E. L. DOBBINS, 4613 El Prado Blvd.—Phone 65-3291
GRAHAM P. DOWLING, 2101 2nd Ave.—Phone 4-5749
ELECTRICAL SALES, INC., P. O. Box 10496 —RE 7-6574
FEWELL & ASSOC., 4417 W. Osborne Ave. —RE 6-4256
FLORIDA ELECTRIC SUPPLY CO., P. O. Box 2602
FLORIDA DISTRIBUTORS, INC., Thomas J. Roche, P. O. Box 801—REdwood 7-4848 and REdwood 6-6768
HENRY G. GRAHAM, P. O. Box 13246—Phone 66-3251
GRAYBAR ELECTRIC CO., 801 N. Rome St. —TAmpa 8-8881
A. L. HORTON, JR., P. O. Box 10537, 3421 San Jose St.—Phone 8-1998
INDUSTRIAL SPECIALTIES SALES, 424 MacDill Ave.—REdwood 6-1480
GEORGE N. JACK, P. O. Box 2126—Phone 61-4585
CHARLES B. KEHOE, 2916 San Isidro
LINE MATERIAL INDUSTRIES, 306 North Newport Ave.—Phone 8-4831
C. E. "DOC" McCORMICK, 2910 Villa Rosa Park—Phone 64-4341
W. E. MINICH & ASSOC., P. O. Box 17161 —WEbster 4-9268
PAUL T. PARSONS, 4620 Lumb Ave.—Phone 66-6644
PECK AND TURNER, 3803 Fig St.—RE 7-6075
RAYBRO ELECTRIC SUPPLIES CO., 907 Ellamae St.—Phone 2-1921
REB ASSOCIATES, INC., 508 Tampa St.—Phone 2-3259
SYNTRON FLORIDA SALES CO., 442 W. Lafayette St.—Phone 89-7121
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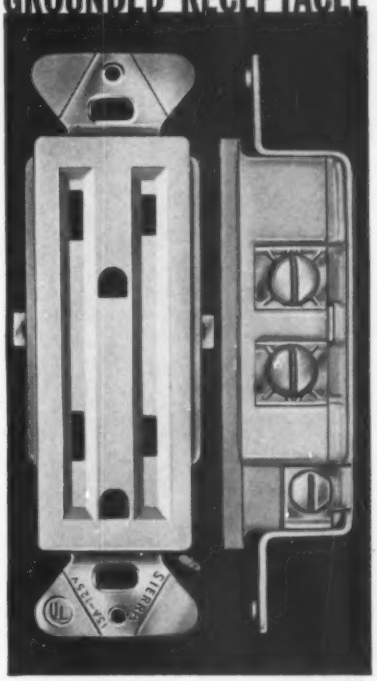

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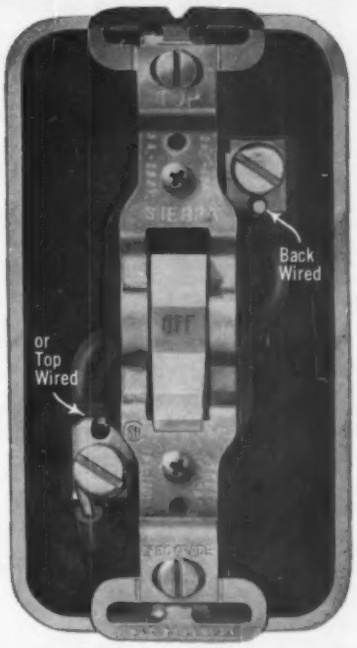

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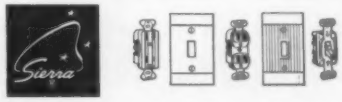

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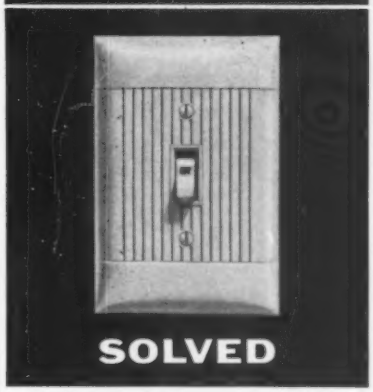

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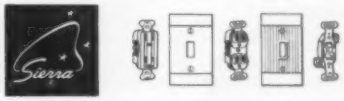

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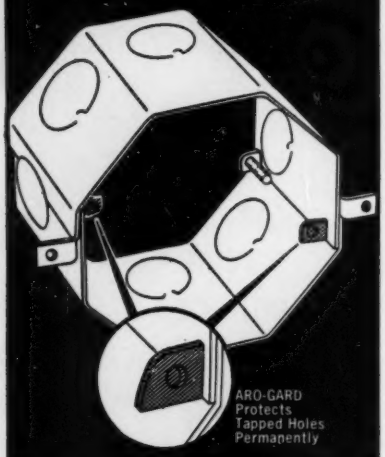

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L. E. OFFUTT CO., P. O. Box 8063—BR 4-0235
GEORGE PATTERSON, 4776 Welchshire Ave.—MUtual 3-2795
POWER EQUIP. CO., 3050 Broad Ave.—FA 4-6628
PROCESS & POWER, INC., 1565 Harbor Ave.—WHitehall 2-3253
RANSON-RODERICK & CO., 726 E. McLemor Ave.—WH 8-3301
JERRY ROSE, 1627 Marcia Rd.—MU 2-5196
RUFF & SCHNELL, 1008 Jefferson, P. O. Box 132
C. R. SHAPARD, P. O. Box 3443—MUtual 3-3146
SIMPSON & CO., 4939 Shady Grove Rd.—MUtual 5-5211
SOUTHLAND SALES AGENTS, 1032 Falls Bldg., P. O. Box 165—JAckson 7-2935
CURTIS H. STOUT OF TENNESSEE, INC., 718 M & M Bldg.—JAckson 6-7601
CHARLES SWEANY, Jones & Sweany, Inc., 4711 Poplar Ave.—MUtual 2-6655
TENNESSEE VALLEY ELECTRIC SUPPLY CO., 296 Adam Ave., P. O. Box 384—JAckson 5-2777
ROSS D. THOMAS CO., 730 M & M Bldg., 198 S. Main St.—JAckson 7-2492
WILLIAM TOMERLIN CO., P. O. Box 5433, 1634 Bonnie Dr.—EX 8-3112 and EX 8-2127
E. E. TORKELL, 693 N. Third St.—JA 3-1123
TRI-STATE ARMATURE & ELECTRIC WORKS, 321-331 Butler Ave.
UNDERWOOD SALES CO., 648 Riverside Dr.—JAckson 7-7819
UTILITIES EQUIP. CO., 821 S. Barksdale—BRoadway 5-6575
E. R. WESLEY, 1610 Carol Dr.—EXpress 8-3246
WILLIAMSON SALES CO., 3553 Walnut Grove Rd.—GLendale 2-2004
E. B. WIMBERLY, 1541 Mt. Moriah

NASHVILLE

CORNELIUS C. APFFEL, 443 E. Brookfield Dr.
WILLIAM C. ARMISTEAD CO., 103 16th Ave., S.—CHapel 2-5006
JOHN S. BARON, P. O. Box 1271—AL 4-1948
FRED L. BLANK, 224 Hillwood Dr.—AMherst 9-0738
JOE L. BOOKER, 1710 Hayes St.—ALpine 4-8102
BRAID ELECTRIC CO., 1100 Demonbreun Viaduct—CH 2-6511
JAMES J. BURNETT, 515 Brentlawn Dr.
CAMPBELL-SMITH AGENCY, 3406 McGavock Pike—VErnon 2-1136
A. LEE CLIFFORD & CO., 504 Crieve Rd.—VErnon 2-5724
W. G. CRUNK, 4909 Salem Dr.
DEMONBREUN, 4909 Tanglewood Dr.—CA 8-4364
D. T. DUKE, 583 Valleywood Dr.—VE 2-4637
ELECTRIC SERVICE, INC., 307 Fifth Ave.
FACTORY SALES AGENCY, 509 Third Ave., S.—CH 2-5666
F. & L. SALES & SERVICE CO., 1015 West Kirkland Ave., P. O. Box 5127—COngress 2-0471
FINNEY-IRVIN, 808 10th Ave., S.—CYpress 8-5141
COLLIN FINNEY, P. O. Box 27—CYpress 2-4380
J. W. FOWLER, 509 Third Ave., S., P. O. Box 7097—CHapel 2-5666
A. A. GORIN, 6300 Brownlee Rd.—CY 7-4156
JAMES E. HAILEY CO., 726 16th Ave., S.—CHapel 2-3437
HOPPER & McCOY, 2421 Ridgeland Dr.—TU 5-7557
INDUSTRIAL ELECTRIC CO., 123 S. 11th St.—CA 7-3812
JOHN IRVIN, P. O. Box 816—CYpress 8-5141
LINE MATERIAL INDUSTRIES, 1503 Laurel St.—CH 2-5651
MATTHEWS AGENCY, Box 386, 714 Allison St.
McEWEN CHERRY CO., INC., 25 White Bridge Rd.—ALpine 5-3574
H. R. MILES & ASSOC., 2500-B Franklin Rd.—CYpress 2-7015
VIRGIL PARKS, 504 Crieve Rd., P. O. Box 9262—VErnon 2-5724
PHILLIP L. PARSONS, 1717 West End Bldg., Rm. 108
PERRY & BARR CO., 1717 West End Blvd.—AL 5-9946
COLEMAN R. PERRY, 622 Enquier Ave.—AMherst 9-3958
ROBERT E. ROBERTS, JR., Whitman Assoc., 2422 Abbott Martin Rd.—CY 7-3736
SHEFFIELD CLARK & CO., 1805 Hayes St.
SOUTHLAND SALES AGENTS, 3063 Jenry Dr.—TUcker 3-7356
RUSSELL STAUB, 123 S. 11th St.—AL 6-4906
SYNTRON NASHVILLE SALES CO., 719A 17th Ave., S.—ALpine 6-2429
TAFEL ELECTRIC & SUPPLY CO., 401 Sixth Ave., S.—CHapel 2-7305
TENNESSEE VALLEY ELECTRIC SUPPLY CO., 6th Ave. S. & Clark Pl., P. O. Box 1133—ALpine 5-3563
B. R. THOMAS, 3405 Spring Brook Dr.
E. W. THOMAS, 817 16th Ave., S.—ALpine 5-0456
JOHN TOWNES, 710 6th Ave., S., P. O. Box 164—ALpine 5-0656
VERNON S. TUPPER CO., 206 Tuck Bldg.—AL 4-6599
MIKE WILEY CO., INC., 1012 Pearl St.—ALpine 4-5572 and CHapel 2-0190
LOUIS WILLIAMS & CO., Third National Bank Bldg.
J. W. WILSON, 816 8th Ave., S.—CH 2-0541
WILSON-WEESNER-WILKINSON CO., 310 S. Second St., P. O. Box 1021—ALpine 4-1811

PARIS

FRANK MASON SALES, P. O. Box 69

UNION CITY

K-T DISTRIBUTORS, E. Main St. at G M & O R. R.—TU 5-1460

TEXAS

ABILENE

A & A SUPPLY CO., 2457 Idlewild St.—ORchard 4-4575
GRAYBAR ELECTRIC CO., 1601 S. Treadaway—ORchard 2-2861

AMARILLO

C. B. ANDERSON ELECTRIC CO., P. O. Box 1836—DRake 6-6443
GEORGE E. ANDERSON CO., INC., 1118 Smiley St.—FLeetwood 5-2170
BUTLER & LAND, INC., 1505 W. 10th St.—DRake 6-5255
PAUL CARSON, 701 Vaughn Bldg.—DRake 6-6391
S. C. COVINGTON CO., INC., Amarillo Bldg.—DRake 3-5321
GRAYBAR ELECTRIC CO., 601 E. Second Ave.—DRake 2-6778
JENKINS BRICK & SUPPLY CO., 820 West Sixth Ave., P. O. Box 1108—DRake 2-4336
KING TRAILER & EQUIP. CO., INC., 5823 Canyon Dr.—FLeetwood 5-3323
WILLIAMSON SALES CO., 2404 W. 7th St.—DR 2-7515

ARLINGTON

ROBERT G. EALEM, 1708 Robin Rd.
GRAYBAR ELECTRIC CO., 104 North Collins—CRestview 5-2696
EDWARD W. SCHNEIDER, 3101 Smith-Barry Rd.—CRestview 5-0926
WITCH EQUIPMENT OF NORTH TEXAS, 1029 Forest Dr.—CR 4-84521

AUSTIN

J. H. ARNOLD, 1715 W. 30th St.—GReenwood 6-1063
GRAYBAR ELECTRIC CO., 214 West Third St.—GReenwood 8-5674
LINE MATERIAL INDUSTRIES, 604 West Ave.—GR 2-8072
PRIESTER-MELL SUPPLY CO., P. O. Box 981

BEAUMONT

BRANCE-KRACHY CO., 1050 Railroad Ave.
J. S. GILFILLAN CO., 2065 Hanover Cir.—TWinbrook 2-2531
M. G. LaPORTER JR., 1050 Railroad, P. O. Box 4093—TErminal 3-2679
WALTRIP ELECTRIC CO., P. O. Box 2933—TE 2-4245
WILLIAMSON SALES CO., P. O. Box 3164—TErminal 2-1965

BELLAIRE

W. K. CARNEY CO., P. O. Box 3145—JA 8-0601
KING SALES CO., P. O. Box 37—GYpsey 4-2865
JOHN M. STEAGALL, JR., 4912 Welford Dr.

CORPUS CHRISTI

AIRTROL SUPPLY, INC., Harry Samuels, 2701 Agnes St.—TUrner 2-8897
W. S. BAILEY, 643 Northport Ave., P. O. Box 463—TUlip 2-9451
BRANCE-KRACHY CO., 643 North Port
H. L. DURHAM, 430 South Tancahua—TUlip 3-1802
LANGHAMMER-RUMMEL CO., 109 Chapparral St., P. O. Box 1365, Noyland Bldg.—TU 3-5781
L. S. PAWKETT & CO., P. O. Box 3476, Kleberg Sta.—TUlip 4-3166
STERETT SUPPLY CO., 4533 Baldwin Blvd.—TUlip 4-1661
UTILITY EQUIPMENT CO., 4533 Baldwin—TUlip 4-1661
L. M. VARNEY INDUSTRIAL ELECTRONIC SERVICE, 4701 Andover Dr.—ULysses 2-2321
WILLIAMSON SALES CO., P. O. Box 52—TUlip 4-2185

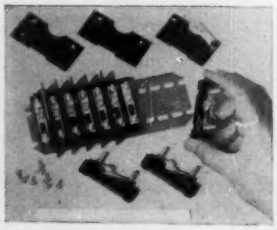
DALLAS

AMMON & CHAMPION ASSOC., 2714 Bomar St.—FLeetwood 7-3939
EARL ANDERSON, 6539 Lakehurst Ave.—EM 1-1428
GEORGE E. ANDERSON CO., INC., 1901 Griffin St.—RIverside 5931
T. H. ANSPACHER CO., 615 Tower Petroleum Bldg.—RIverside 1-4957
H. A. AUCHTER, 102 Thomas Bldg.—RIverside 2-3075
BALLEM & WELLS, 2901 Maple Ave., Suite 201
JERRY BERK, P. O. Box 7031—FLeetwood 2-8627
BERNHARD ASSOC., 309 Meadows Bldg.—EMerson 3-4301
BINSWANGER GLASS CO., 2019 N. Lamar, P. O. Box 394—RIverside 7-7751
ED R. BORUCH, 2415 Converse St.—RI 8-1171
STEVE E. BOULTINGHOUSE, 3517 Caruth St.—EM 8-0752
STANLEY D. BOWLES CO., 1910 S. Lamar—HAmilton 8-1319
BRENNER ELEC. SALES, 3015 Merrell Rd.—FL 7-3308
FRANK J. BROGAN CO., P. O. Box 4803—LAkeside 8-6572
F. I. BROWN, 1933 Levee St., P. O. Box 10046—RIverside 1-5191
G. C. BUCHANAN, 3645 Southwestern Blvd.—EMerson 1-5708
BURRUS & MATTHEWS, 2810 Canton St.—RIverside 1-6241
BUTLER & LAND, INC., 5538 Dyer St.—EMerson 1-6631
T. R. BUTZBERGER, P. O. Box 8193—AD 5-4734
H. A. CARDWELL, 3120 Healey Dr.—BR 9-4028
CARRIER-BOCK CORP., 2133 Cedar Springs Ave.—RIverside 8-5711
FRED E. CAUSEY, 2126 Dallas Trade Mart, 2100 Stimmons Freeway
MARVIN CHENAULT, 10767 Lanett Cir.—DI 8-3890
W. J. CHILDERS, 13619 Sprucewood Dr.—ADams 9-2382
DON CHURCH, P. O. Box 14404
CLOSE-COOK ASSOC., P. O. Box 9837—DI 8-6241
JOE L. COOK, Paul Crick Agency, 335 Cole—RIverside 7-5892
I. E. COPE, 1411 Fidelity Union Life Bldg.—RIverside 2-7281
HAL F. CORRY CO., INC., 6315 Hillcrest Ave.—LAkeside 8-9172
H. M. CREE CO., 4411 N. Central Expwy.—LAkeside 8-1052
CROCKETT-JORDAN-DUNCAN CO., 2708 Commerce St.—RIverside 8-3937
GERRY DAMON, 2415 Converse St.—MElrose 1-0278
SAM DANIELSON, 4544 Royal La.
DANNEMILLER-SMITH, INC., 2712 W. Mockingbird La.—FLeetwood 7-8249
DATATROL CO., 5636 Yale Blvd.—EMerson 1-2656
MRS. IRENE B. DEAN, 4721 Bowser Ave.—LAkeside 1-9619
DIAMOND SALES CO., 2526 W. Mockingbird La.—FLeetwood 2-0303
J. R. DOWDELL & CO., 3160 Irving Blvd.—FL 7-5631
MALCOLM DRUMMOND, 3737 McMillan, Apt. 104—TA 1-1870
B. E. DUFFEY, Fidelity Union Life Bldg.—RI 1-5231
W. M. DUSENBERRY CO., 8400 Westchester Dr., Lingo Bldg.—EMerson 3-1127
THE EADS CO., P. O. Box 8204—EMerson 3-3637
LYNN ELLIOTT CO., 408 Fidelity Union Life Bldg., 1511 Bryant St.—RIverside 8-7788
R. N. ERVIN, Wilcox Bldg., 4607 Cole Ave.—LAkeside 6-5231 and LAkeside 6-5232
FAIN & ASSOC., INC., 2434 S. Harwood—HAmilton 8-7468
GEORGE J. FIX, JR., 9910 Inwood Rd.—EMerson 1-2468
J. W. FLOOD, Office 9, Russell Bldg.—EMerson 8-7385
J. V. FOLSOM & SON, 9027 Diplomacy Row—FLeetwood 7-3856
SAM W. FOLSOM CO., 411 N. Bishop St.—WH 8-9560
GALAN W. FREISE, 4025 Alta Vista—FLeetwood 7-2653
GALVIN SALES CO., 6222 N. Central Expwy.—EMerson 8-3878
MARVIN K. GARDNER, P. O. Box 35083—FLeetwood 7-6613
GAVIN SALES CO., 5622 Dyer St., Grace Bldg.
ROBERT GEIDEL, 7409 Albacore Dr.—GY 4-6078
GENERAL POWER EQUIP., INC., 5527 Dyer St.—EMerson 8-4655
GLIDDEN ENGINEERING & EQUIP. CO., 4924 Greenville Ave.—EM 8-4851
JACK GRATTAN, 1016 South Lamar—RI 7-0276

GRAYBAR ELECTRIC CO., 717 Latimer St. —RIverside 2-6451
HENRY L. GUOKAS ASSOC., 155 Continental Ave.—RIverside 7-9106
DONALD HARMAN, P. O. Box 18241, 2726 Fielder Ct.—FL 7-8149
TOM HARRISON CO., 534 Highland Blvd., P. O. Box 275—EMerson 8-3988
G. R. HAY, 3116 Main St.—RIverside 8-4531
RALPH HEITZMAN, 1917 Mayflower Dr.—WHitehall 6-9509
R. L. HENNIG, 2615 Elm St.—RI 7-0584
R. W. HIGH, 1129 S. Cockrell Hill—FE 7-5655
J. H. HILDRETH, 5910 Meaders La.—EMerson 8-7449
HIRSIG-FRAZIER CO., INC., 4333 Belmont Ave.—TAylor 4-0117
THE HODGES CO., 1336 Crampton—RI 7-0051
WALTER J. HUEMMER, 3503 Irwindell Blvd. —FE 1-0928
JOE HUFFMAN, 322 Circle Dr.
ASA E. HUNT, 1710 Jackson St.
INDUSTRIAL SALES SERVICE, INC., 6626 Maple—FLeetwood 7-4379
WELDON JACOBS CO., 1616 Dallas Trade Mart—RI 8-1825
JAMES & COOPER CO., 821 Exchange Bank Bldg., 100 Exchange Park, N.—FLeetwood 7-1559
ELMER J. JOHNSEN & SON, 3422 Monte Carlo—FEderal 7-3392
HOWARD E. JOHNSON, 2976 Randy La.—CH 7-5341
MARVIN JOHNSON, 6211 Denton Dr.—FLeetwood 2-3143
J. T. JONES, Route 1, Box 917—CAnal 4-2333
JO-JOYCE ENGINEERING SALES CORP., 137 Walnut Hill Village, Suite 10—FLeetwood 7-1411
THE KANTENBERGER CO., 711 Reverchon Dr.—FEderal 7-5363
KEMP ENGINEERING CO., 2618 Manana Dr. —RIverside 8-9004
W. J. KERR, 301 N. Market St., Rm. 201 —FLeetwood 2-8902
WALTER KIDDE & CO., INC., 7224 Harry Hines Blvd.—FLeetwood 1-6466
GUY KIRKPATRICK, 3620 Maplewood—LA 6-8089
JOHN A. KISSH, 1316 N. Carroll—TAylor 6-5303
HAROLD O. KNAPE CO., 2615 Routh St.—RIverside 7-7596
JIM LEMMON, 118 Cole St.—RIverside 2-4301
LINE MATERIAL INDUSTRIES, 1909 Hi Line Dr.—RI 7-8201
EARL LIPSCOMB & ASSOC., P. O. Box 7084 —FLeetwood 7-1881
LIVINGSTON MACHINERY SALES, 1826 Balboa, P. O. Box 13664—FRanklin 4-3818 and FRanklin 3-7343

Sliding Link

Type "NT" Terminal Blocks



STATES' Sliding Link feature permits checking electrical circuits without removing any wiring to or from block. In any number of poles up to 65. See Cat. 1, Sec. 6.

THE STATES COMPANY

19 New Park Ave. Hartford, Conn.

A. M. LOCKETT & CO., LTD., 1807 Commerce St.—RIverside 1-4155
LYNN AND HEMPHILL, 2116 N. Pearl St.—RI 7-4745
ED MAHER, INC., 420 North Harwood St.—RIverside 1-3874
J. D. MARTIN, 1111 Dragon St.—RIverside 1-3471
W. H. "JACK" McADAMS CO., 6115 Denton Dr.—FLeetwood 2-1551
JACK F. McKINNEY SALES CO., 1303 Chemical St.—RIverside 1-1368
JAMES C. MEECE, 2807 Allen St.—RIverside 7-0108
METAL GOODS CORP., 6211 Cedar Springs Rd.—FL 1-3271
METAL PRODUCTS CO., 2326 Topeka St.—RIverside 2-2031
HARRY A. MILLER CO., 3931 W. Williamsburg Rd.—FLeetwood 2-8733
JACK P. MORGAN CO., INC., Box 10755, 220 Griffin St.—RIverside 2-8371
MOTOR TRUCK EQUIPMENT CO., 2950 Irving Blvd.—FLeetwood 7-1701
CURTIS MUSGROVE CO., P. O. Box 35352—FLeetwood 1-3239
ROBERT E. NESBITT CO., 1925 Cedar Springs —RIverside 7-5824 or RI 7-4145
NURO CO., 6115 Denton Dr.—FLeetwood 1-0406
FRANK B. OSTERMUELLER, 4020 Windsor Ave.—LA 8-0445
PARTS WAREHOUSE, 2715-17 Main St.—RI 7-7347
PEABODY BROS., 2903 St. Louis St.—RIverside 7-4801
GORDON V. PECK CO., 130 Casa Linda Plaza —DAvis 1-6579
PRIESTER SUPPLY CO., 1800 Griffin St.—RIverside 8-4526
MARTIN PURSCH, 2410 Nicholson Dr.—HA 8-7454
JIM RANDALL CO., 1917 Levee St.—RIverside 2-2350 and RIverside 2-4341
E. H. REMBERT, 3116 Main St.—RIverside 8-4531
A. Q. ROBERTS, 2608 Inwood Rd.—FL 7-5811
ELGIN B. ROBERTSON, INC., 1339 Plowman St.—WH 2-3157
JIM ROBERTSON & CO., 2525 Farrington St.
CHARLES ROBISON, JR., P. O. Box 9715, Lakewood Sta., 6677 Gaston Ave.—TA 3-3531
JIM ROBISON SALES CO., 5526 Dyer St., Rm. 205—EMerson 8-3064
J. E. ROGERS, 102 Thomas Bldg.—RIverside 2-3975
P. A. ROSS MACHINERY CO., 3120 Grand Ave.
WILLIAM A. SANDER, 7305 Edgerton Dr.—EMerson 8-2093
P. J. SCANLON CO., 2608 Inwood Rd.—FL 1-9991
J. Y. SCHOONMAKER CO., INC., P. O. Box 35266, 5328 Redfield Ave.—MElrose 1-8480
H. HANK SCHWARK, 1710 Loree Dr.—DA 8-1126
GEORGE W. SICKLER, P. O. Box 35491—FLeetwood 1-5515
J. EARL SMITH CO., P. O. Box 35331, Airlawn Sta.—FL 7-1727
W. Q. SMITH, Space 1012, Dallas Trade Mart —RI 7-1028
SNOOTS-WOOD CO., 2515 Clarence St.—HA 8-5108
SOUTHERN ELECTRIC SALES CO., P. O. Box 9444
SOUTHWEST STATES SALES & ENGRG., L. E. Shirley, 5606 Anita St.—TAylor 3-3416
SOUTHWESTERN BATTERY SUPPLY CO, 7023 Town North Dr.—DIamond 8-4060
SPIES & ASSOC., 5523 Dyer St.—EMerson 9-5298
GENE STEPHENS SALES AGENCY, P. O. Box 7901, 830 Exposition—TAylor 4-8821
SYNTRON DALLAS SALES CO., 2013½ Young St.—RIverside 7-4328
JOHN C. TARVIN, 9958 Parkford Dr.—DIamond 8-3748
JACK D. TATE, 3911 Oak Lawn Ave.—LA 8-6103
THE TEXPORT CO., 2147 Farrington St.—RIverside 8-6458
HARRY W. THENER, P. O. Box 28094—DAvis 7-8613
TRAWEEK-HEALY & ASSOC., 5523 Dyer St. —EM 8-3942
J. M. TUITE, P. O. Box 28176—DAvis 7-4765
UNITED TILE CO. OF DALLAS, 501 S. Good-Latimer Rd.—RIverside 1-1828
VALKUS & KISSEL, 1711 Kelly St.—HA 8-7388
VAN BRAUMAN & CO., 8920 Diplomacy Row—FLeetwood 7-1566
L. R. WARD CO., 3009 Canton St.—RIverside 8-9004
I. STEPHEN WARNER, 6641 Bandera—EMerson 8-2364
B. E. WATSON, 9946 Parkford—DI 8-3799
FELIX M. WATSON, 1218 National City Bldg. —RIverside 7-7152
BRADLEY WAYNE & ASSOC., 2412 Converse St.
WHITLOW-BRISCOE CO., 4227 Herschel—LA 6-2436
R. B. WILBER, 106 Express St.—RIverside 8-6145
WILLIAMSON SALES CO., 340 Cole St.—RIverside 1-5831
F. THOMAS WINDER, 908-C Shadyside La. —DAvis 7-5482
WOOD-STARK CO., 2916 Taylor St.—RI 2-9016
ABBEY ZIMMERMAN, 2728 W. Mockingbird La.—FLeetwood 7-8121
GEORGE W. ZIMMERMAN, 6227 Lakehurst

EL PASO

F. H. ADAMS, Electrical Engineering & Sales Corp., 708 N. Piedras St., P. O. Box 3143, Sta. A—Phone 565-1731
ASSOCIATED ENGINEERS, 511 Hawkins Rd. —PR 2-3233
BOYD ENGINEERING CO., INC., 609 Laurel St.—KEystone 3-7575
R. L. BREWER CO., INC., P. O. Box 1547—KE 2-7651
EL PASO SAW & BELTING CO., INC., 1701 Texas St., P. O. Box 861—KE 2-3677
MARSHALL R. ELMORE CO., 140 Little Flower Rd.—PRescott 2-2881 and PRescott 2-2017
G. M. W. SALES, INC., Electric Bldg.—KEystone 2-5439
F. W. GORMAN, 1701 Texas St.—KEystone 2-3677
GRAYBAR ELECTRIC CO., 3513 Rosa St.—KEystone 2-3981
H & C ELECTRIC SALES CO., 1206 Myrtle Ave.—LIberty 2-1589
R. R. HYNES AND M. J. McFADDEN, P. O. Box 5384—PRospect 2-3233
HOLLIS R. JOHNSON, 5528 Timberwolf Dr. —PR 8-2818
LANDES, ZACHARY & PETERSON OF TEXAS, 2137 Mills St.—KEystone 3-9060
J. E. McCAIN, 2301 Wyoming St.—KEystone 3-1011
H. L. PETERSON, Landes, Zachary & Peterson Co. of Texas, 2137 Mills St.—KEystone 3-9060
SOUTHWEST ACOUSTICAL CO., 1010 Wall St.—PR 8-4278
TECHNICAL SERVICE CO., 6158 Aztec Rd., P. O. Box 3493, Station A—PRospect 2-3314
TECHNICAL SERVICES, 201 Southern Pacific Bldg.—KEystone 2-2296
FRANCIS WAGNER CO., 1225 Texas St., P. O. Box 1886—KE 3-1639
G. M. WALLACE CO., 511 Electric Bldg.—KEystone 2-5439

FORT WORTH

G. R. BEESE, 2816 Morton—ED 2-3663
ENGINEERING ASSOC., INC., 2912 Stanley, P. O. Box 886—WA 3-7386
GLIDDEN ENGRG. & EQUIP. CO., 1909 Martel Ave.—ED 2-9593
GRAYBAR ELECTRIC CO., 1107 Foch St.—EDison 5-4523
BUD MASSIE, P. O. Box 1934—PE 8-2404
JOHN McDANIELS, 4212 Vance Rd.—ATlas 4-7652
J. E. MORTON, W. L. Clinton & Co., 3500 Martin St.—JE 6-5290
CURTIS MUSGROVE CO., 304 Mutual Savings Bldg., 8th & Throckmorton Sts.—EDison 6-3634
J. NEELY, P. O. Box 9494, 3800 Sherwood Dr. —MArket 6-5371
S. L. PALMER, Rm. 212, Welborn Bldg., Lancaster at Lake St.—EDison 6-8636
LESTER STORR, JR., 922 Foch St., P. O. Box 11406—EDison 6-1621
JOHN P. SULLIVAN, Walter A. Lamb Co., 3228 W. 6th St., P. O. Box 266—ED 6-3729 (Fort Worth) and AN 2-3883 (Dallas)

GARLAND

A. R. CREWS, JR., 1802 Patricia La.—BR 6-2448

HOUSTON

ALLIGER & SEARS CO., 2203 Fanning—CApitol 4-6933
AMERICAN PACKING & GASKET CO., 6039 Armour Dr., P. O. Box 213—WA 6-9607
GEORGE E. ANDERSON, 1015 Chartres—CApitol 4-7231
ROBERT R. BARR & ASSOC., 5417 Fayette—SUnset 2-6379
BELL & BELL CO., 3815 Richmond Ave.—MO 7-9644
D. S. BERTONE, Commercial Equip. & Sales Co., 2817 Leeland Ave., P. O. Box 18442—CA 8-7259
BRANCE-KRACHY CO., 4411 Navigation Blvd.
BRENNER ELECTRICAL SALES, 305 Velasco, P. O. Box 51—CApitol 5-0766
WILLIAM E. BRICE, 303 Bastrop St.—CApitol 2-7321
T. BROUSSARD, 2310 Main St.—JAckson 6-3093
BURRUS & MATTHEWS, 1116 Nagle St.—CApitol 7-4173
CHESTER BUTT, P. O. Box 8213—MA 3-0454
R. BRUCE CARTER, JR., 1635 Richmond Ave.—JAckson 8-0539
JOHN CHURCH, P. O. Box 4218
ROBERT R. CLARKE CO., 3115 Allen Parkway—JAckson 6-4908
WALTER CLINTON, 1013 Wood St.—FA 3-2701
WALTER L. CLINTON, 3735 Underwood St., P. O. Box 2964—MO 4-0644
WAYNE CLOSE, P. O. Box 12106—OLive 4-2554
COASTAL ENTERPRISES, 8607 Friendship
MARVIN COLE, 2222 Leeland Ave.—CA 7-6358
CALVIN E. COOLEY, 3725 Reveille—OLive 4-0495
J. W. DARBY CO., P. O. Box 13031, 531 Neils Esperson Bldg.—CS 7-0074
ERNIE DUNGEY, 1013 Wood St.—FA 3-2701
THE EADS CO., P. O. Box 13071—JAckson 6-1646
LYNN ELLIOTT CO., 371 M & M Bldg.—CApital 4-9715
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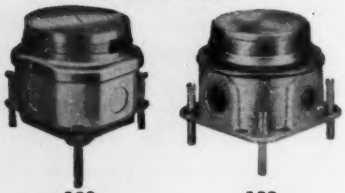

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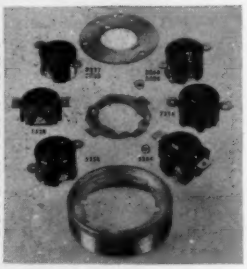

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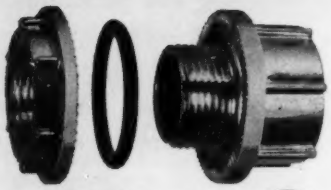

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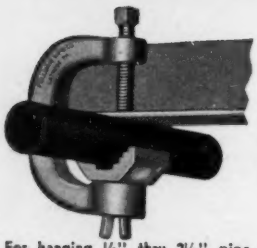

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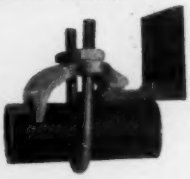

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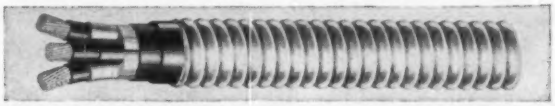

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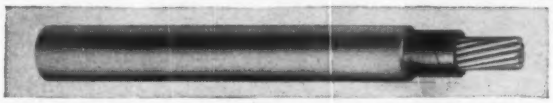

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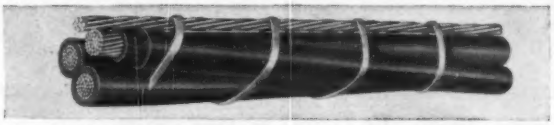

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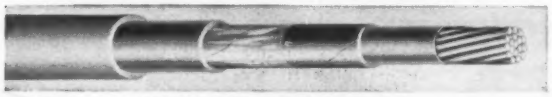

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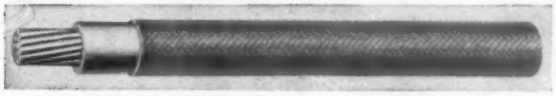

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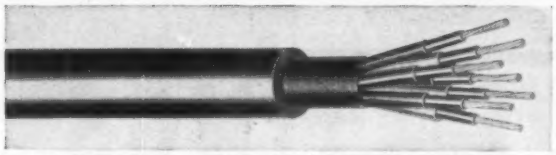

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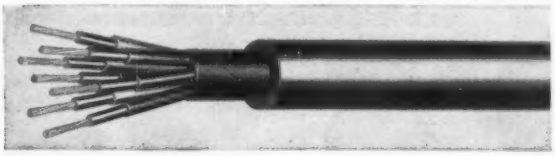

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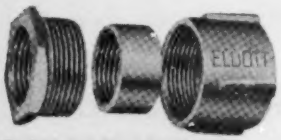

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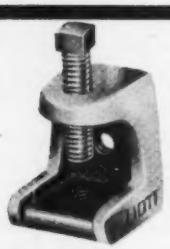

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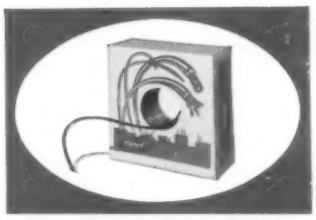

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